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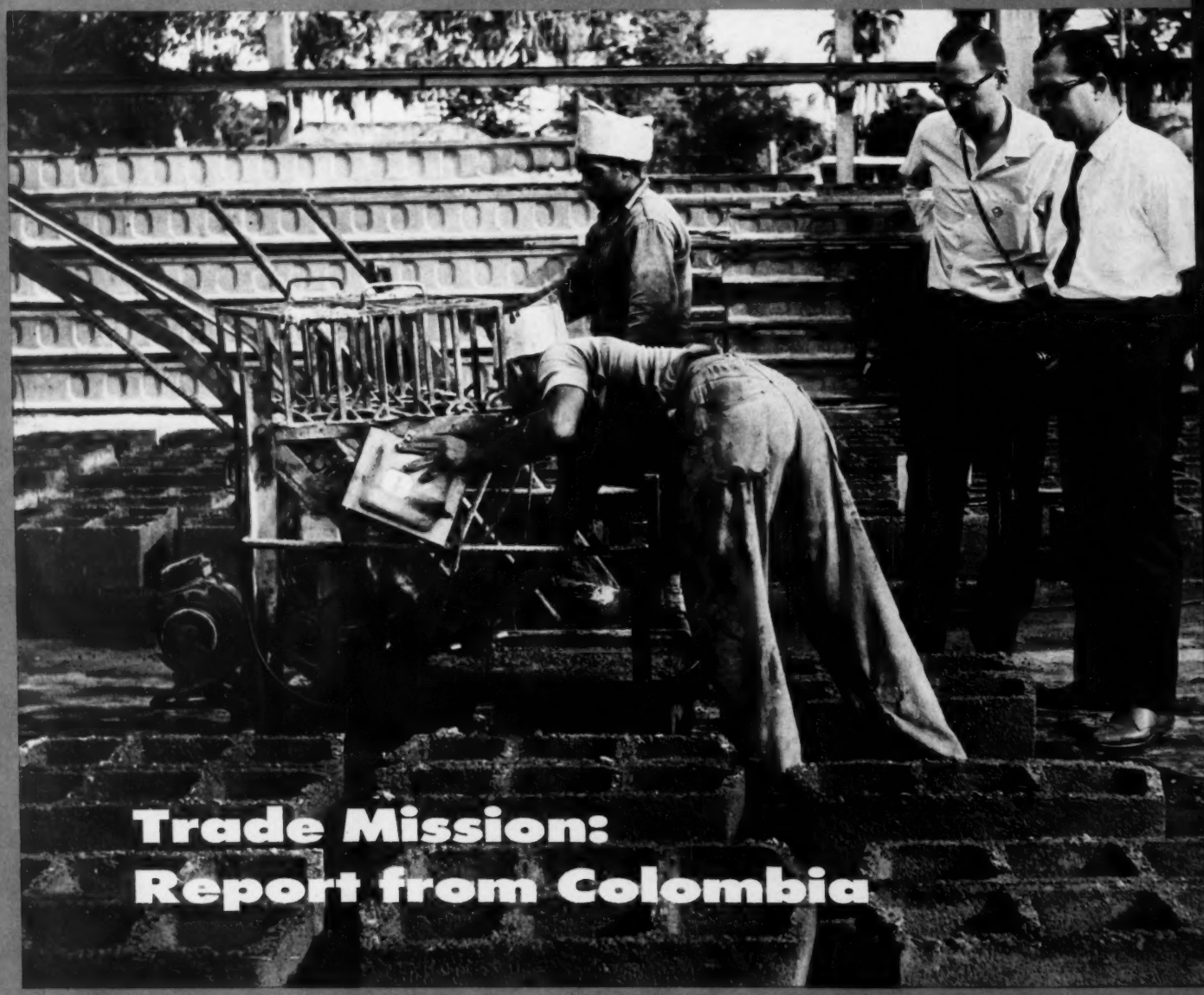

Trade Mission: Report from Colombia

Business Bulletins *from around the world*

BELGIUM—First quarter provisional figures for BLEU imports from the U.S. reflect effects of U.S. and Belgian waterfront strikes. Imports of U.S. products totalled only $105 million, 19.1% below comparable 1964 period. U.S. share of BLEU market slipped to 7.2% from 9.0% in 1964 quarter.

Rise in retail price index during May and June triggered another pay increase for workers in 12 industries effective July 1. Government employees received on Aug. 1 a 2.5% increase in salary and fringe benefits.

CHILE—Government Development Corp., to construct sulphuric acid plant at Vallenar to process oxide copper ores from area's numerous small mines. Completion of plant, whose construction will cost about $700,000, scheduled for end of 1966.

FRANCE—January-June sales of Galeries Lafayette, leading Paris department store, totaled $61.9 million, a drop of 2.94% below results of first six months 1964. Sales by Galeries Lafayette's branch stores in provinces ($18.5 million), and Monoprix chain it controls ($77 million) ahead 2.04% and 10.94%, respectively, over comparable period last year.

Imports of scientific, industrial, technical instruments, equipment exceeded $107 million in 1964, 20% increase over 1963. U.S. supplied $43 million or about 40% of these imports.

INDIA—British American Steelworks for India Consortium (BASIC) recommends fifth public sector steel plant be located at Visakhapatnam in Andhra Pradesh State. Deep water location at Visakhapatnam preferred to Hospet, Mysore, selected as best inland site, since, if necessary in later years, it could provide facility for import of high quality metallurgical coal to mix with domestically mined coal.

INDONESIA—P.N. Gaja Motor, state-owned motor vehicle importer-assembler contracts with Soviet trading company V/O Auto Export for purchase of 850 GAZ trucks. Contract is for $3.3 million, including 20% for spare parts, making average landed cost per vehicle $3,900. Liberal credit terms include two-year grace period and payment over five years after, with 4% annual interest.

ITALY—Atlas Chemical Industries, Inc., Wilmington, Del., forms wholly-owned Italian subsidiary, Atlas Europol S.P.A., which will begin construction this summer on $2 million plant, laboratory, technical service center for plastics products at Ternate in Northern Italy. Major part of financing for new enterprise is European. Ternate installation to serve as base for company's urethane and polyester production, development and provide laboratory service for Continental Europe. Atlas already has subsidiaries, affiliates marketing its plastics products in Canada, Great Britain, Japan.

IVORY COAST—Banana processing complex to be constructed by Societe Nationale de Conditionnement (SONACO). $2.6 million project aided by $1 million loan from European Development Bank. Facilities to include carton factory, refrigerated storage space, packaging facilities.

LUXEMBOURG—Luxembourg rose to 14th from 15th place in world steel producers. Production in 1964 of 4.5 million metric tons of crude steel placed country ahead of more populous producers such as Austria, Sweden, Netherlands, Soviet Zone of Germany.

Articles 6 and 7 of 1962 Economic Frame Law, authorizing incentives to investment in Luxembourg, extended for two years. Articles originally due to expire at end of 1964 and 1965, respectively.

MALAYSIA—New $133,333 timber dry kiln plant, first of its kind here, opened by Anglo-American Corp. Plant to have workforce of 20 men; will produce 600 tons of timber valued at $25,000 per month. Company plans to install second kiln next year which will raise production to about 1,000 tons per month. Entire output of plant expected to be exported to meet growing demand for kiln dried timber in foreign markets such as U.S. and Australia.

SINGAPORE—Joint-venture local-Japanese galvanizing plant opened at Jurong Industrial Estate. Eighty percent of stock owned by Japanese interests, 20% by local interest. Firm capitalized at $500,000; holds a pioneer (tax exemption) certificate. It is designed to produce 1,000 metric tons of galvanized sheet monthly; expected to employ 100 workers.

SPAIN—Beginning of construction of first nuclear power officially inaugurated. Located at Zorita de Canes, some 60 miles from Madrid, plant will have capacity of 153,000 kilowatts and is expected to be fully operational by end of 1967. Plant will employ Westinghouse reactor; will utilize domestic uranium enriched in U.S. as combustible material.

Tourism continues to expand. 4.9 million tourists entered country in first half of this year, up 1.6% over last year figure; receipts, however, up 20% (first five months).

SWITZERLAND—Parliament approves Federal Council's proposal for construction of highway tunnel through Gotthard Massif in Central Switzerland to provide year-round road link between areas north and south of Alps. Ground-breaking not yet set for project, which is expected to cost well over $70 million.

YUGOSLAVIA—Waters of Danube and tributaries receded after almost three months at flood stage. Preliminary estimates of storm and flood damage so far this spring and summer run to $320 million, not including ruined crops, production lost because of flooded facilities and manpower diverted to emergency flood control. Wheat crop for 1965 now estimated at 3.2 million tons, about 13% less than 1964 crop, which had been considered very poor.

U.S. Department of Commerce

John T. Connor
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Alexander B. Trowbridge
Assistant Secretary for Domestic and International Commerce

Eugene M. Braderman
Director, Bureau of International Commerce

Frederic S. Otis
Managing Editor

Americo A. W. Favale
Director of Graphics

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the cover

The welcome mat in Colombia is out, as these men are discovering, for joint ventures in many expanding industries—in construction materials and housing, farm machinery, and food processing, among others. The country has some economic and political problems, but members of the recent trade mission to that land came back impressed with the interest in doing business with U.S. firms. See pages 2-14 for reports on what they found.

International Commerce

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August 30, 1965 Volume 71, Number 35

Special Report

Good prospects despite troubles, says mission to Colombia

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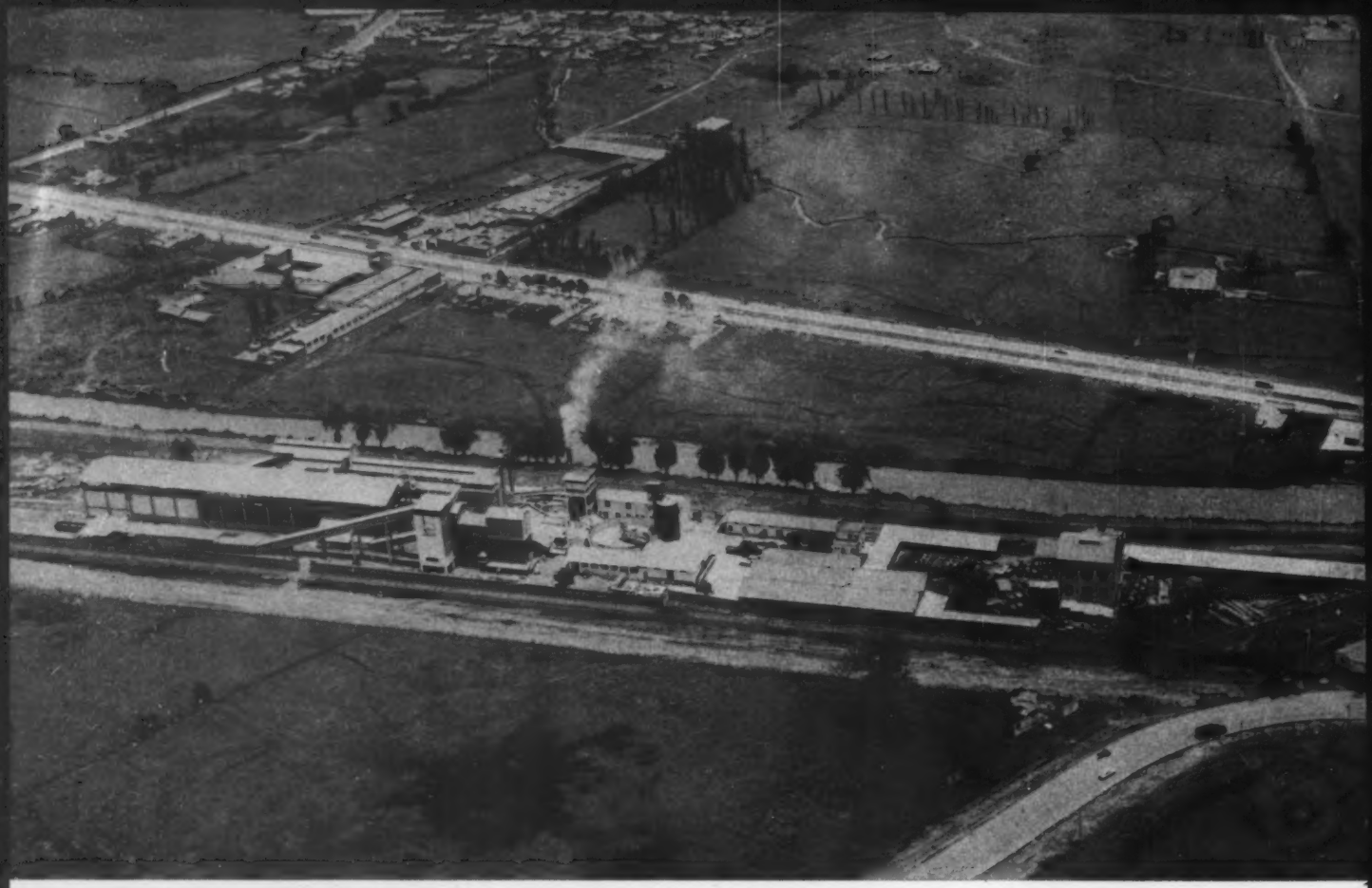


ARGOS CEMENT PLANT in Medellin supplies one of the basic ingredients needed to expand Colombia's economic base. A U.S. Investment Mission recently visited Colombia to investigate the outlook for U.S. firms. The Mission found several causes for optimism despite the country's serious economic troubles.

FOR INVESTORS IN COLOMBIA

The welcome mat is out

Investment mission finds strong desire for cooperation with U.S. firms

A broad, sophisticated business community in Colombia is looking for U.S. private enterprise participation in a variety of expanding industries.

A number of specific opportunities—for example, in construction materials and housing, farm machinery, food processing—merit the immediate attention of U.S. investors.

These are the findings of a Commerce Department Investment Mission which returned earlier this summer from a month's visit to Colombia's chief commercial and manufacturing centers. The group interviewed businessmen and industrialists in Bogota, Cali, Medellin and Barranquilla.

Despite the country's current economic and political problems, the Mission members were impressed by the interest they found in joint ventures, licensing, and trade.

Cautious optimism

Many businessmen are taking a wait-and-see attitude before making investment decisions—while the Colombian Government moves to solve a number of major economic problems. Although manufacturing has showed signs of slowing down in recent months, many businessmen expressed optimism both in their proposals and in the country's long-term economic prospects.

Colombian businessmen offered 159 investment opportunities to the Mission, of which 99 were for expansion of existing facilities, 37 for new enterprises, and 23 for licensing. The Mission rated 19% as excellent, 52% good, and 26% fair. Most of these opportunities are listed in the Investment Opportunities section of this magazine.

Bradley Murray, Special Assistant to the Director of the Bureau of International Commerce, was the Mission Director, and Herbert Lindow, the Commerce Department's Colombian desk officer, served as Investment Development Officer.

Each Mission member wrote a report on the outlook in his area of specialization. These reports appear on following pages.

TRADE MISSION FINDINGS

Good long-term outlook

Colombia has resources and talent to justify investment by U.S. firms

By HERBERT A. LINDOW
Investment Development Officer, BIC

Roughly equal to the combined areas of Arizona, Nevada, New Mexico and California, Colombia presents many opportunities to the enterprising investor who is interested in long term economic growth. Many of these opportunities are listed in this issue and they merit careful consideration.

LINDOW

Colombia has a high diversity of human and natural resources which have only been partially developed.

Colombia has an abundance of labor, but shortages of skilled labor exist. To develop skilled workers, manufacturers are contributing 1% of their payrolls to SENA, a first-rate apprentice school with branches in the major cities. SENA has graduated some 30,000 skilled workers.

Labor costs are low by U.S. standards with wages officially reported for February as averaging 3.48 pesos per hour (19 pesos equal $1). The average workweek was 50 hours. White collar employees averaged 1,600 pesos a month. Employers are also required to pay social and fringe benefits which amount to between 60-80% of their payrolls, and as high as 100% in some cases.

U.S. businessmen will find many of their Colombian counterparts dynamic and sophisticated. They are able to contribute capital and expert knowledge of local market conditions.

Still agricultural

Although industrialization has accelerated in the last decade, Colombia is still a predominantly agricultural country.

Agriculture and related activities account for slightly over 30% of the GNP and employ about one-half of the working population.

Coffee is the main foreign exchange earner, accounting for 70-75% of foreign exchange receipts.

With its variety of climates, which range from tropical along the coastal areas to temperate in the highlands, Colombia is able to produce a wide range of agricultural goods for local consumption as well as for export.

Besides its strong agricultural resource base, Colombia has a wealth of power resources in the form of water, petroleum, natural gas, and to a lesser extent, coal. These are being harnessed to produce electricity, and while shortages still occur, considerable progress has been made in recent years with the assistance of loans from the World Bank and the Export-Import Bank.

Electrical generating capacity is now about 1.4 million kw. and plans are underway to create a power transmission network linking the major Colombian cities.

Transportation difficulties arising from the topography have plagued Colombia and led to the growth of regionalism, but important strides toward a national transportation network and a national market have been made in recent years, though much still remains to be done.

Since the end of World War II, Colombia's Gross National Product has increased at an average of 5% per year. Growth in the manufacturing industries has exceeded the overall growth rate and is currently estimated at about 7% per annum. Some industries, such as the textile, beverage, and building materials sectors, were already fairly developed before the war. Afterwards, their development accelerated and they were joined by new industries in iron and steel, chemicals and petrochemicals, automotive vehicle assembly, and a host of durable consumer goods industries. Regarding the future, there appear to be good possibilities for expansion of Colombia's rich fishing and lumber resources, as well as the food processing industry.

Investment incentives

The Colombian Government, in order to promote greater industrialization, has given protection to local industries in the form of high duties and import licensing controls. Tax incentives in the form of complete exemption from income taxes through 1969 may be extended to companies which develop basic industries and use enough domestic materials to represent 60% of the value of the finished product and, in the case of iron and steel materials, 50%.

Basic industries include the machinery and tools, wood pulp, fertilizers, pesticides, asbestos, and many types of mining industries.

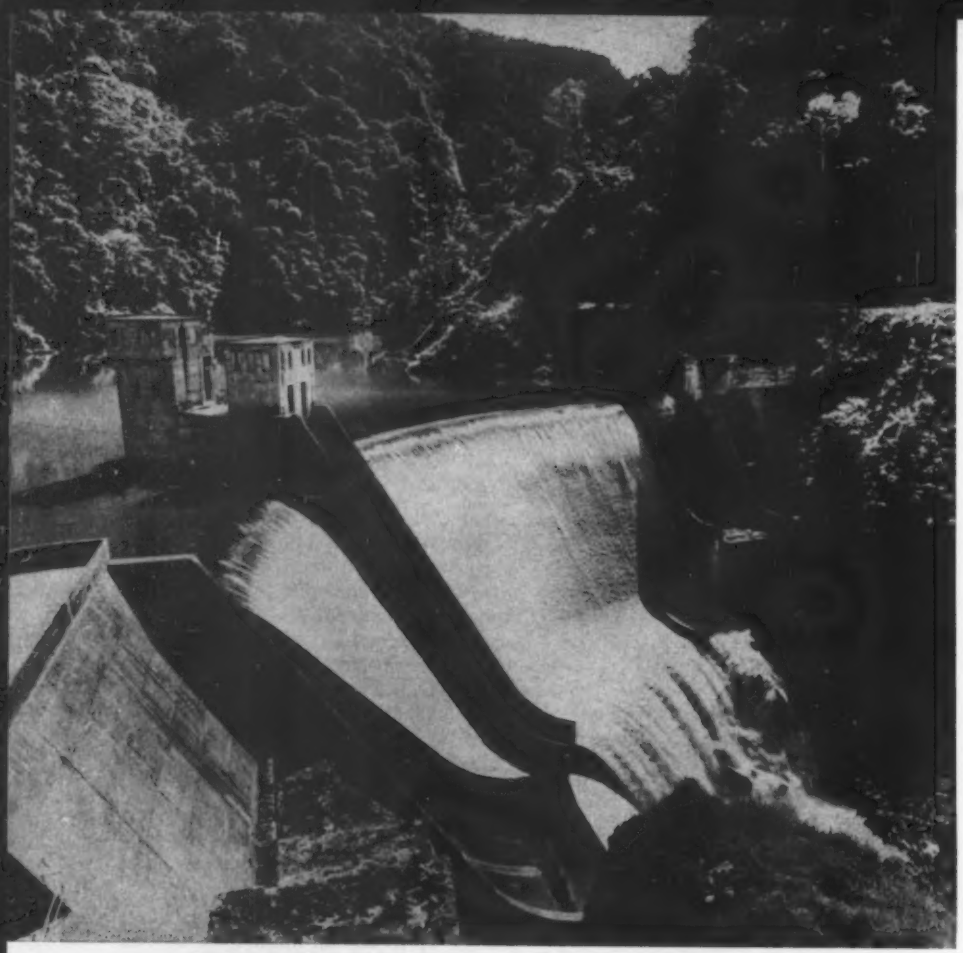
Tax incentives are also available to exporters, up to certain limitations. Income derived from exports is exempt as long as it does not exceed the taxpayer's net taxable income from other sources by more than 50%. In addition, companies can set aside, tax-free, up to 5% of an-

THE WELCOME mat for joint venture in Colombia —bamboo floating on the Cauca River to Cali.

the author

Herbert A. Lindow is Colombia Desk Officer of the Commerce Department's Office of Regional Economics, Bureau of International Commerce. The son of a U.S. Foreign Service Officer, Lindow has his Bachelor's degree in economics from George Washington University.

Before joining the Department of Commerce in 1960, he worked with U.S. Rubber Co. and with the First National City Bank in Venezuela.



WATER FROM the Rio Anchicaya Dam, part of Colombia's wealth of power resources now being developed. Plans are underway to create a power transmission network linking country's major cities.

nual net profits as a special fund for increasing production of raw materials and import substitutes.

U.S. companies doing business in Colombia are taxed as corporations. The corporate tax rate is 12% on net taxable income up to 100,000 pesos; 24% from 100,000 pesos to a million pesos; and 36% beyond that. There is also a withholding tax of 12% on foreign remittances of profits, interest, and dividends.

Since credit is very tight in Colombia, investors will be interested in the Private Investment Fund established early in 1963 to provide loans to producers intending to diversify production or with a view to exporting.

Incentives to investors are also available from the U.S. Government. Investors may apply to AID for investment guaranties to protect their investments against loss due to currency inconvertibility, expropriation or confiscation, war, revolution, or insurrection.

AID also has programs of extended risks which cover up to 75% of both political and business risks.

In addition, AID has a program of feasibility studies under which it encourages feasibility studies to identify specific investment opportunities. AID may participate in up to 50% of the cost of approved surveys.

Investors may also apply for dollar and Cooley loans (peso loans) which are available intermittently.

There have been new financial commitments under the Alliance for Progress in recent months.

U.S. investments

Direct investment by U.S. firms in Colombia totaled $465 million by 1963. Of this, $246 million was invested in the petroleum industry, $120 million in manufacturing, and $52 million in trade. The U.S. firms active in Colombia represent a broad spectrum of U.S. industry and there are over 100 in the thriving Valle del Cauca.

In the past year a number of new investments have been undertaken. For example, Inversiones Esso joined Colombian and European interests by investing $700,000 in a $14 million forge plant at Bucaramanga. The plant is to go into operation in January and will produce agricultural tools, auto parts, cement grinders, and pipeline accessories.

The Cabot Corporation established a carbon black plant at Mamonal near Cartagena; Sinclair Petroleum and ECOPETROL, the Government-owned petroleum company, plan to build a plant to produce paraffin; Chrysler recently purchased a majority interest in the automotive vehicle assembly firm COLOMOTORES to assemble trucks and Dodge Dart automobiles.

Dow Chemical has just inaugurated a plant to produce polystyrene; and Scott Paper has a new investment in a plant to produce hygienic papers as well as a pulp converting plant.

The principal problem facing the country is a scarcity of foreign exchange. Imports have been cut sharply in 1965.

In the first half of 1965, total import registrations amounted to $208.9 million, compared to $279 million for the same period of 1964. At the same time exports, excluding petroleum, were up to $231.9 million, compared to $221.5 million.

The decline in imports together with the increase in exports gave Colombia a favorable balance of merchandise exports over imports in the first half of 1965, but capital movements and other transactions continue to aggravate the balance of payments.

Difficulties in obtaining import licenses have hindered expansion of industry and some firms have had to reduce their operations and dismiss workers.

The scarcity of foreign exchange is due to a number of factors, foremost of which is a heavy foreign public and private debt due this year. There has also been some capital flight, probably motivated by rumors of exchange devaluation and acts of terrorism and kidnapping.

Reflecting these conditions, the free rate of exchange has risen from 10 pesos to about 19 pesos per dollar since October. During the same period the certificate rate of exchange, used to pay for imports, has remained at 9 pesos per dollar and the rate applicable to coffee and petroleum exports has changed little —from 7.30 to 7.67 pesos per dollar.

Following the appointment of a new Finance Minister in mid-July, a new "platform of economic stabilization" was worked out which the President has presented to the Congress. An air of caution prevails in the business world, and major business decisions have been postponed.

Yet, over the long run, optimism and confidence in the country's future seem to outweigh any pessimism or misgivings on the part of businessmen over the country's current shortcomings.

Building industry in Colombia needs investors

Housing presents opportunities and problems; knowledge of local conditions essential

By RICHARD L. EBERHARTER
Eberharter & Gaunt, Inc.
Seattle, Wash.

A well-designed group of low-cost duplexes was constructed during the past year in Medellin, a city with a large market for housing in the low and medium price range.

EBERHARTER

Upon completion, the units failed to sell. Why? Because the class of occupant for which the units were built refused to live in a structure in which the other half would be occupied by another family.

This example depicts graphically the opportunity and problems of investment in the building industry in Colombia. In a country with a wide range of opportunity in an expanding market, the investor must be thoroughly acquainted with the local conditions, or must ally himself with someone who is. To do otherwise would invite disaster.

In sharp contrast

The building industry in Colombia operates in a manner which contrasts sharply with that of the U.S. industry.

In Colombia, particularly in housing, the builder is usually an architect who designs the building, constructs it, finances it, purchases the real estate without an intermediary agent, and performs all of these functions with a minimum of regulation. The architect may have his own construction company, let by a separate building contract, hire an independent superintendent, or hire the architectural services from outside the company and perform the construction work himself. He may form a limited partnership to put together sufficient financing, or he may use his own resources.

IN COLOMBIA, builders usually design the building, construct it and finance it—without much regulation. These children are on the playground of a public housing development. Such projects are broadening the market for building materials in several Colombian cities. Adaptable U.S. investors can profit.

Financial institutions for long-term servicing of debt are not sufficiently developed to meet the needs of the industry. Interest rates are high, varying from 12% to 36%, unless financed through a Government housing program. The standard mortgage duration for private financing is about five years. Except in Bogota, there are virtually no real estate agents; land is purchased by dealing directly with the owner, and the buyer and seller of a house must seek each other out.

Regulation in building construction is practically nonexistent, as we know it in the United States. In the larger cities, some attempt is made to check plans for structural soundness, and a permit is required. However, little effort is made to set minimum standards for plumbing, size of rooms, number of toilet facilities, fire protective measures and parking facilities.

Basic materials in construction are cement and brick, rather than wood or steel. Colombians have an abundant supply of raw materials for cement, brick, and concrete products. Use of wood as a structural member is very limited—even though large stands of timber exist—partially because of termites and moisture which reduce considerably the useful life of wood.

Steel for construction purposes (structural shapes) is in short supply as a result of import restrictions and lack of local production facilities—hence, the preference for cement, concrete products, and brick.

Construction techniques vary from primitive to sophisticated. In commercial building construction, the climbing crane is used in the larger cities, particularly in Medellin and Bogota. Many high rise structures which would lend themselves to the use of the climbing crane utilize elevator hoists, some quite primitive. Steel shoring is seldom seen as most of the concrete slab forms are supported by post shores of Guadua, a giant bamboo, which has considerable strength.

Smaller commercial buildings have

the author

Richard Eberharter is president of Eberharter & Gaunt of Seattle, a construction firm in commercial, institutional and industrial building. He has a thorough knowledge of modern construction methods and the use of the latest types of construction materials.

Eberharter earned his Master's degree in Business Administration at the Stanford Graduate School of Business after receiving his Bachelor of Science in electrical engineering from the University of Washington.

JUNGLE DELIVERY by helicopter is practiced as oil drillers get an AC generator mounted on engine skid flown in from the base camp. Equipment is delivered deep in the Colombian jungle this way.

little or no mechanization; everything is lifted by hand or by a well-wheel and bucket arrangement. Much of this can be attributed to the extensive supply of unskilled labor; workmen are paid about $2-$3 a day, although the entrepreneur must add about 60% to 80% for payroll taxes and other social and welfare benefits.

Subcontracting of work to specialists is limited mostly to electrical or mechanical items. A common business practice is the use of the labor contract, whereby the builder furnishes the material to the workmen who are given a lump sum amount to which they previously agree.

Also used extensively is the piece work agreement, under which the worker is paid by how much brick, block, plaster, terrazzo or roofing tiles he places in a day. Again, the material is purchased by the builder. One sees much terrazzo tile, ceramic tile, cement stucco, marblecrete, stone veneer, and brick work throughout Colombia as the finished surface of the structures.

Housing in demand

Housing throughout Colombia is in great demand, particularly in the low ($2,000-$3,000) and medium cost ($6,000-$15,000) range. Industrial growth, shifting of the population from the countryside to the cities, and a growing middle class have created the demand. Lack of long-term mortgage money is the major cause of the inability to meet the demand. Many investment opportunities exist for joint venture arrangements with developers who have land in various stages of improvement, but who lack the financial resources to provide 10-, 15-, or 20-year mortgage money.

Standard terms, without Government assistance, are about 30% down and five years to pay the balance, at interest rates varying from 12% to 36%. Even with these oppressive terms, the limiting factor on sales appears to be lack of lending institutions rather than inability on the part of the buyer to make initial payment. Construction profits on housing range from 20% to 40% of sales price in terms of pesos.

Best opportunities

Cali and Bogota seemed to offer the best investment opportunities in housing development. Local developers are interested in U.S. private participation—starting with smaller developments of 50 to 100 units a year, expanding as the business relationship cements itself and finds its most profitable direction.

The cloud in this otherwise sunny picture is the instability of the Colombian currency at present. Both the U.S. and the Colombian Governments recognize this as a deterrent to the investment of capital in long-term mortgages, as inflation can rapidly eat away at investment and return. Consequently, both Governments have established or are establishing programs which insure against currency instability for investments in certain fields of housing.

U.S. investors can now avail themselves of the housing investment guaranty program which is administered by the Agency for International Development. Guaranties provide full protection in U.S. dollars against loss, for any reason, of the guaranteed portion of the investment. Write: Housing Guaranties Division, Bureau of Latin America, Agency for International Development, Washington, D. C.

Prestressed concrete in infancy

Prestressed and post-tensioned concrete construction is in its infancy in Colombia. This market should develop gradually, as the country's economy develops. The only interest shown in prestressed concrete was in Barranquilla, on the Caribbean coast, where a trio of successful architects and builders expressed a strong interest in joint venturing a prestressing plant with a U.S. firm. By constructing the plant with loading facilities for ocean shipping, items could be sent to other Colombian ports, exported to South American, Caribbean, or other countries. Such a plant existed several years ago in Barranquilla, but failed because of mismanagement, in spite of very good sales.

Raw materials are readily available, and a cement producer (Cementos del Caribe) has a large facility in Barranquilla. The trio interested in the joint venture are well educated engineers, architects, and constructors, and are financially sound.

Market for precast items

Demand for housing, wide acceptance of concrete products, and extensive supplies of raw materials has created attractive investment possibilities for precast concrete manufacturing. The market for concrete blocks, concrete fence and light standards, precast floor, roof, and wall panels is widespread and will grow as the housing market expands.

Products now manufactured, in general, are small in size so that they can be handled at the jobsite without sophisticated hoisting equipment, which in many areas is in short supply or non-existent, and installed by low cost hand labor. Most metropolitan areas have fabricating plants—consisting primarily of an open shed-type building, a concrete mixer, and simple hand equipment.

Several plants are interested in a joint venture arrangement with a U.S. investor who can supply technology, equipment and some financial assistance in varying

combinations, depending upon the needs of the existing business. They are willing to give a substantial equity in the business commensurate with the U.S. investor's participation. Profits are good, varying from 20% to 50% on sales, and an investor should be able to recoup his investment in pesos in two to three years.

There is a demand for more sophisticated manufacturing equipment, and equipment that is outdated by U.S. competitive standards may be far more advanced than equipment utilized presently.

Concrete in Colombia is mixed at the job site in all areas except Bogotá and Medellín. In these two cities transit-mix concrete is available, although many contractors still prefer to perform their own mixing at the jobsite. Only one specific proposal was received for a joint venture in the transit-mix concrete business—that one in Barranquilla. It would appear that establishment of this service would be well worth considering for the city of Cali. Cheapness of labor may render the transit-mix operation non-competitive from a cost standpoint, however, and dependence upon a single source of cement in most areas could be extremely risky.

Construction equipment

Construction equipment for building purposes is in short supply and a good demand for it does exist. In Medellín and Barranquilla, several large builders have pooled their equipment, formed a rental company, and rent the equipment to each other and to other contractors. Equipment most needed appeared to be elevator hoists, steel shoring and scaffolding, compressors and jack hammers, electric hammers and drills, and cement finishing machines.

Establishment of an independent rental or leasing agency, possibly in joint venture with a local businessman knowledgeable in the building industry, would have good profit potential.

Acoustical tile of good quality and appearance has not found its way into modern office buildings to any appreciable extent. With vast resources in cane fiber, wood fiber, and corn fiber, Colombia would seem to be a natural location for manufacture of certain types of acoustical tile and might develop into a source for the needs of the Latin American Free Trade area.

Everything there

Glazed structural tile manufacturing facilities would find all of their raw material requirements within a few miles of Bogotá. At present, this item is not being manufactured in the area. One very good proposal was received requesting primarily an investment in the form of machinery from a U.S. partner, for manufacture of glazed structural tile.

Precast terrazzo is used extensively throughout the metropolitan areas in Colombia. All materials are available locally and cheaply. Several proposals were received for investment in plant expansion, with the possibility of exportation. Further investigation of production methods and the market are needed before a critical analysis of investment potential in this field could be made.

Go local

The wise U.S. investor who is unfamiliar with the building industry in Colombia should utilize the local business talent, know-how, and experience by relating himself in some way (for example, partnership, licensing agreement, consultant) with a local successful businessman. He should familiarize himself with local regulations, customs, and language. He should become an involved, responsible businessman, knowledgeable and respected in the affairs of the community within which he is doing business, and spend some time working with his investment at the point of its application. The investor would be wise to think in terms of long-range investment, reinvesting profits, and perhaps investing in other areas of business as opportunities develop. He should use local talent for managerial positions and local materials as much as possible.

Nature helps

The geographical and cultural features of Colombia enhance its attractiveness as a place to do business. Most of the populated areas are in temperate zones where the weather stays mild and warm most of the year. The coastal areas are tropical and humid, but the Caribbean Coast to the north is cooled somewhat by off-shore breezes. Building construction work is not hampered by the weather and is steady the year round.

Colombians are friendly and hospitable by nature. The business community leads a somewhat less hectic life than its counterpart in the United States, taking more time out to enjoy the natural advantages of the country. The U.S. investor would discover that doing business in this country could be pleasant as well as profitable.

Market profile—Colombia

Government: Federal republic; coalition government now headed by President Guillermo Leon Valencia, a Conservative; National Front coalition requires Liberals and Conservatives to divide political offices, and for the Presidency to alternate between a Liberal and a Conservative during the 1958-74 period.

Geography: Area 440,505 square miles, about as big as Arizona, New Mexico, Nevada and California combined; divided into 18 departments.

Topography and climate: Three mountain ranges cross the western part of the country; the eastern part is covered by rain forests and plains; climate hot at sea level, temperate in the highlands, and cold and windy in the upper highlands.

Population: Estimated at about 16 million in 1964; major cities are Bogota—1.3 million, Cali and Medellin—about 750,000 each, and Barranquilla—521,000; fifteen cities have population over 100,000, and 60% of the people are literate.

Gross national product (GNP): About $4.2 billion in 1963; per capita income estimated at $220 to $250; major GNP components (1961): agriculture, livestock and related fields, 32.9%; manufacturing, 18.1%; commerce, 15.4%; transportation and communications, 6.5%; other, 27.1%.

Currency: Unit is the peso; 9 pesos equal $1 at the certificate rate of exchange; about 19 pesos to the dollar at the free rate of exchange; gold and convertible currency reserves: $114 million (March 31).

U.S. direct investment: Totaled $465 million by 1963.

Major exports to U.S.: Coffee, crude petroleum, tobacco, cotton textiles, fuel oil, lumber and shrimp.

Major imports from U.S.: Agricultural machinery, automotive vehicles, pharmaceutical materials, wheat, iron and steel sheets and plates, machinery and equipment, and fertilizers.

STEP BY STEP, and bridge by bridge, Colombia's transport network requires more and more steel.

Steelmaking, metalworking offer good investment opportunities

Colombian imports of basic steel products expected to increase by 1971, as production capacity is not likely to meet demand

By FERNANDO S. LEON

Consulting Engineer
Bay City, Mich.

Steelmaking and metalworking offer attractive opportunities for the U.S. investor and industrialist in Colombia.

These opportunities will be even more attractive if Colombia succeeds in expanding its basic steel facilities to ensure that the metalworking industry will be more independent of imports in the future.

LEON

Acerias Paz del Rio, the only integrated steel mill in Colombia, is making an extraordinary effort to this end, but an analysis of various technical studies in the past few years indicates that production capacity will not catch up with demand and imports of basic steel products will increase rather than decrease by 1971. This is due not to lack of technical ability or understanding of the problem by the Colombians but rather to lack of the large financial resources needed.

Acerias produced 181,000 metric tons of finished products in 1964, and with their present expansion plan plus engineering studies now being undertaken, they are projecting a yearly production of 400,000 metric tons of finished products by 1971. Most market studies and projections conclude that by 1971, Colombian industry will be able to absorb between 700,000 and 800,000 metric tons of finished products. About 100,000 tons will be produced by smaller independent companies by melting scrap. The remainder of the 300,000 to 400,000 ton deficit will have to be imported.

No facilities for rolling

In 1964 Colombia imported about 200,000 metric tons of flat steel products, mostly hot rolled and cold rolled sheet and strip as well as tinplate. There are no facilities for rolling flat steel strip. Acerias Paz del Rio has contracted for two reversing hot mills (Steckel type) which will be in operation by 1969.

It seems feasible, therefore, to establish an integrated mill having a 1,000 ton a day blast furnace, continuous casting of slabs, and semi-continuous hot strip mill with cold rolling and finishing facilities. These facilities would cost about $100 million but would save Colombia $40 million worth of imported steel products a year.

A relative abundance of basic steel products would accelerate the natural growth of the metalworking industry and of the economy as a whole, as the present per capita steel consumption in Colombia is lower than that of other countries at a similar stage of development.

Two companies presently produce about 45,000 tons a year of steel bars and merchant shapes based on melting steel scrap in electric furnaces. Installations now underway will increase this capacity to 95,000 tons. Additional projects, some of which were presented to the mission members, call for a total additional capacity of 65,000 tons, which if realized will bring the total capacity of steel bars and merchant shapes to about 160,000 tons by 1969.

This production is based on melting steel scrap, mostly imported, in electric furnaces. Such operations offer favorable investment opportunities—in some instances due to geographical factors, in others to the projected production of much-needed high carbon and alloy steels.

Not enough vehicles

There are in Colombia about 220,000 automotive vehicles, including trucks, buses and passenger cars. This number is not sufficient for development of a country which depends to some degree on road transportation. The average age of the available vehicles is high because of the import restrictions of the past few years. Based on a 9% growth rate and an estimated 10% replacement, the present yearly demand is about 45,000 units.

There are two automobile assembly plants in the country with a total capacity

the author

Until a year ago, Fernando Leon was vice president and Director of Forel Equipment Corp., involved in engineering and sales of steelmaking and metalworking equipment.

He has had more than 20 years experience in this field since receiving his Bachelor of Science degree from Columbia University Engineering School and his Master's from the Chrysler Engineering Institute. He received part of his education in Spain.

of about 20,000 units a year. Two or three other major U.S. companies may receive permits to establish assembly plants shortly.

The distributors of these companies came to the mission with an investment proposal. Their study of the market shows substantial savings of foreign exchange for Colombia from 1966 to 1972 based on the above growth and replacement, and on the present Government requirements for local assembly production. These Government requirements state that 30% in weight of the vehicle must be manufactured nationally by 1966, increasing to a high of 75% by 1972.

Colombia is a country of high chains of mountains separating fertile valleys which have historically been very independent of each other due to lack of rapid transportation. Highway construction is solving this problem and truck transportation of freight now is based mostly on owner-driver cooperatives.

The mission received one proposal for a joint venture, calling for a contribution by the U.S. partner of ten 15-ton trucks, to form a well organized freight transportation company. As the trucks would enter as a capital contribution, the problem of obtaining an import license would be substantially diminished.

Want to make auto parts

Local manufacture of automotive components is of paramount interest to a majority of the metalworking firms which came to see the mission. They were interested in joint ventures with U.S. firms, or in licensing agreements for the manufacture of shock absorbers, springs, mufflers and exhaust pipes, wheels, valves, roller bearings and ball bearings, piston rings, and other items.

Some firms stated that, in planning production capacity, the possibility of exporting components and spare parts to countries of the Latin American Free Trade area should be taken into account —a valid position, as the level of technical ability in manufacturing and the ingenuity of the Colombian industrialist are high.

The mission visited a plant making files of all kinds. The plant started production a little over a year ago and, without technical help from the United States or Europe, has developed a well organized production line and a high quality product which can be favorably compared with those manufactured elsewhere. Their production capacity will be sufficient to supply the Colombian market and some of the neighboring countries.

We also visited a plant centrifugally casting phosphorous bronze in bars for manufacture of bearings. Their joint venture proposal stated their desire to double production, and the additional capital required was modest. Their casting equipment which they made is primitive and their machine shop facilities are limited. But they are turning out a quality product in demand throughout Colombia, and they could double or treble their capacity with little additional capital.

This modest type of joint venture proposition where the additional capital required is around $10,000-$20,000 might appeal to a retired North American knowledgeable in this field. His personal help would be welcome by the Colombian company and his capital could produce an attractive return.

If he should wish to be active in Colombia only two or three months out of the year, his interests could be handled during his absence by a Colombian investment company (Corporacion Financiera), under a trust agreement.

Machinery manufacturing

Another group of industrialists were interested in making machinery and equipment. Some wanted to manufacture special machinery, under license or in a joint venture, for the packaging of foodstuffs in plastic bags or containers. Others, already manufacturing sugar mill machinery, are interested in expanding or adding similar lines under license agreements. There is a widespread interest in agricultural implements and equipment, some of which are already made in the country, and for materials handling and conveying equipment and traveling cranes.

Small lathes and simple machine tools are already manufactured in Colombia. Interest was expressed in a joint venture to make larger and more complex machine tools, as well as small mechanical presses. A good medium-size joint venture opportunity lies in good-quality hand tools such as pliers, wrenches, screw drivers, which are not now made in Colombia. These are at present imported—mostly from Japan—but importation would be restricted as soon as they are manufactured locally.

The mission found the Colombian industrialist a knowledgeable business man, well acquainted with his plant and his market, flexible and easy to deal with, and in some instances ready to give up controlling interest in his firm to a U.S. partner if this should prove to be the best way to develop his company.

METAL PRODUCTS, such as this section of pipe on a highway project, are playing an increasing role in the Colombian economy, as better transportation is creating a more unified national market.

MISSION MEMBERS Lindow and Gaskins (at right) inspect the finished product in a paper bag factory.

There's partners in them thar woods, and enough trees to last U.S. 20 years

Fast-growing Colombian forests replenish themselves within 20 years; Andean land is cheap and productive; labor ample and experienced

By WAYNE W. GASKINS
Western Forest Industries Assn.
Portland, Oregon

Colombia could supply U.S. needs for quality hardwoods over the next two decades.

The forest is a blanket of green along Colombia's entire Pacific and Western Atlantic coasts, and runs inland for miles, as well as along the Putumayo and Amazon rivers.

GASKINS

What appears in Colombia today as a struggling wood products industry, located close to the expanding U.S. hardwood market, offers opportunity for dollar investment, technical assistance and marketing of products in the U.S.

U.S. hardwood veneer and plywood consumption in 1962 stood at 2,770 million sq. ft. (⅜" basis), 50% of which was imported. Anticipated U.S. consumption will be 3,500 million sq. ft by 1970 and 5,700 million sq. ft by 1985 with 55% supplied by imports.

What it offers

Colombia offers virgin forest and timber concessions, an ample labor pool accustomed to the climate, ready access to the U.S. market and virgin stands of Cativo (somewhat similar to Philippine mahogany), Virola, Sajo and Nogal (resembling teak and U.S. black walnut) in relatively dense concentrations along its rivers. The interior Amazon region contains Cedro, Rose Wood, and other exotics.

For those interested in fiber, a 20-year rotation offers real incentives as does the fine, rapid growth of both selected pines and teak.

The country provides investment incentives, including reduced income taxes for certain exporting activities. Furthermore, Colombian investors are eager to enter joint ventures with U.S. businessmen who can provide technical and marketing assistance.

As Colombia's virgin forests are harvested, a fast-growing second crop seems almost to spring up. Twenty years later, another forest of hardwood is available to provide raw materials for the wood-fiber industries producing pulp, hardboard, particle board, flake board, and similar goods.

Good source

This second growth tropical hardwood forest offers a good source of short to medium-length fiber to the expanding pulp industry of Colombia. Land is available in many parts of the country merely for staking it out. The Colombian Government has indicated that it will favorably consider those applications for timber and land concessions that will put people and natural resources to work.

The problem of long fiber and its lack of availability in Colombia appears to have been solved. The Instituto Forestal of the National University of the Republic of Colombia. located in Medellín, has been importing, planting and studying the growth of various pines, from many parts of the world for several years. The program is beginning to produce results.

The Instituto, in cooperation with the administrators of the watersheds supplying water to the city of Medellín, have planted several thousand acres of conifer, mostly cipres, and approximately 900 acres of pine. They now have pine trees seven years old, approximately 35 to 45 feet tall. A few trees planted some 20 years ago are 100 feet tall.

Patula pine of Mexico, slash pine and loblolly pine of the Southern U.S. show remarkable growth. Stands planted only 7 years ago are ready for their first pulpwood thinnings.

the author

Wayne Gaskins is with Western Forest Industries Association, an organization of independent timberland owners, loggers, lumber manufacturers, remanufacturers and distributors. He assisted in setting up a program of study at the Instituto Forestal of the National University of the Republic of Colombia, at Medellin, under an assignment from Michigan State University.

Gaskins received his Bachelor's and Master's degrees from Michigan State University and completed extensive graduate work in Forestry at the State University of New York.

Land is cheap in the upper Andean zone, where these pines are showing such outstanding results. Much of it has little or no productive capacity for other crops. They grow almost as well on eroded land as on plantations in less-eroded areas.

A relatively short-term investment in land and "tree farming" offers a solution to the problem of long fiber supply. Private capital, or Government and private capital in partnership, could create a valuable natural resource in this high Andean zone in the States of Caldas, Antioquia, Cundinamarca and Boyaca in a relatively short time and with relatively little investment.

The returning of these vast nonproductive acreages to producing cash crops would have the added benefit of putting local people to work planting, protecting and harvesting that crop. It would also reduce Colombian pulp imports requiring scarce dollar exchange (which amounted to about $6,923,000 in 1964).

Logging and sawmilling, fine quality veneer, plywood, particle board, asphalt roll roofing and furniture manufacturing ventures beckon to U.S. investors interested in Colombia.

For the more sophisticated, the offer of a 50/50 partnership, with costs equally shared, in a twisted kraft coffee-bag and textile operation offers possibilities.

One of the better forest product market possibilities appears to be in the production of sliced fine hardwood veneers. Colombia has plenty of fine tropical hardwood, and it has an internal demand for at least twice its present production. Excess production, if achieved, will find a ready world market.

The manufacture of low cost roll asphalt roofing for Colombian housing and general construction could be a profitable partnership. Technical assistance and a sharing of installation costs are needed.

The lumber industry is thriving in Tumaco. This area's forests contain a high percentage of Virola. Proposals for joint ventures in this region were numerous. Port facilities are available and productive capacity could be high. The export and domestic markets are familiar with Virola, its uses and its limitations.

Obtaining repair parts and supplies still create problems for the manufacturer, as Tumaco is something of a frontier town. Employees with a knowledge of logging and milling are available, however.

Undeveloped timber concessions in the States of Narino, Cauca, Choco, Huila, Amazonas, Norte de Santander and Antioquia were offered as joint venture opportunities. The conditions for partnership varied from attempts merely to obtain financing for a sketchy project, to rather well studied proposals to share management, investment costs, and expected profits.

Questions of species, volumes per acre, government regulations on log exports, and similar matters must be resolved before these offers for joint development of concessions become thoroughly attractive.

One of the more confusing situations regarding a step-by-step development of a forest concession is the Colombian Government's restriction of log exports.

The opportunity to develop a logging-log export program followed by a manufacturing facility built with the reinvested profits is currently difficult or impossible to achieve due to this policy.

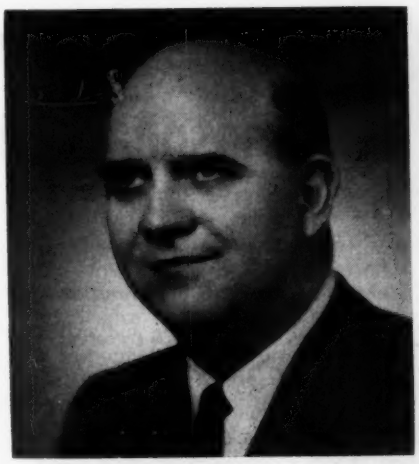
World needs of hardwood logs could be partially met by Colombian timber if the restriction could be modified. If it remains, the timber will come from other sources, and step-by-step development will continue to be retarded.

Although the Ministry of Agriculture justifies the restriction of log exports as a job-and industry-creating move, many of the 100 new "brush mills" created since restrictions were evoked, have had a high incidence of business failures. It has failed to provide more than a slightly improved employment balance. The timber is there and it is a crop; failure to harvest all the annual crop does not maximize dollar returns to Colombia.

The Colombian wood products industry is anxious to export home and office furniture, furniture parts, handles for wooden brushes and hand tools, closets, core doors, moldings, and lumber. Offers came from the smallest "garage" type operation to three very fine furniture and door producers.

The quality control existing in one medium to fine furniture plant visited was equal to standards regularly found in the U.S. The plant maintained good inventories of both raw materials and finished products. Colombian craftsmen are capable of delivering in quantities normally expected by major U.S. buyers.

This particular plant could also be an excellent source for hotel and motel furniture purchased in quantity.



MURRAY

Bradley Murray served as Director of the Investment Mission to Colombia. He is a special assistant to the Director of the Bureau of International Commerce and has been an advisor to the governments of Venezuela and Iran. For a number of years he was associated with a New York investment counselling firm.

PORT OF SANTA MARTA is the traditional outlet for bananas in Colombia, but general cargo movement is expected to increase considerably now that the port is also the terminal for Atlantic railroad.

Many crops grown year-round, land reasonable in Colombia

By WALTER TATUM
Investment Consultant
Agency for International Development, Bogota

A number of interesting and attractive proposals worthy of the attention of U.S. investors were presented by Colombian businessmen to the mission during its visit.

Proposals were made for joint ventures to export cattle, raise sheep to meet the great wool demand, produce torula yeast from molasses, lobster fishing, and for many other projects.

All of the proposals made by Colombia's merchants, growers, landholders and factory owners are not rated as "excellent" for the U.S. investor because of the weakness of the offer or for reasons that cause us to doubt that the potential exists. Some have ratings of good, fair, or even poor.

Some propositions have good possibilities but require analysis and presentation that will permit potential investors to reach investment decisions.

It is essential to have a strong local associate if an American is going to consider a partnership or joint venture. Many Colombians, of course, are extremely capable.

Colombia is a country that possesses one of the greatest ranges of flora in the western hemisphere. A diversity of climate provides year-round growing conditions for many crops. Land is still very reasonable, and there is plenty of opportunity to make sizeable returns.

Livestock

One of the most interesting aspects of Colombian agriculture is the extensive knowledge many Colombian ranch owners have of cattle raising, and the growing enthusiasm for export of frozen meat to Europe. A group in the cattle center of Planeta Rica, where 3½ million head are available, wants to set up a million-dollar slaughterhouse for frozen beef shipments to Europe, where there is a market for Colombian grass-fed beef. The Colombians are now searching for U.S. investors and for a refrigerated ship.

A large landowner has a complete study worked out for raising sheep for wool on the high mountain slopes of the cold-dry section of the Andes near Manizales. Almost $4 million worth of wool is imported to Colombia each year from other areas of South America.

The stockyard owners in Cali would like to go into meat by-products such as extracts of livers and glands, and the use of hoof, bonemeal and blood, which at present are not exploited. This might be of interest for producers of crude animal drugs. A group owning 20,000 hogs in the area would consider going into the same project.

There are several cattle owners with herds of mixed breeds ranging from 300 to 1,000 head who are keenly desirous of expanding their herds. Americans with small amounts of capital but with the old pioneering spirit who want to come into the cattle picture in Colombia can do so with investments of from $15,000 to $250,000. A Cibu steer can be bought for as low as $30; fattened on natural and improved grasses and sold for the export market at $60 a year later. Colombia has 14 million head of cattle of the kind preferred by Europeans because they are mostly lean meat.

Can't keep pace

The dairy industry cannot keep pace with the heavy demand for fresh milk. There is an exceptionally good offer for an investment in this field, selling the milk directly to the public.

An outstanding local businessman is raising one of the only pure bred Charolais types in Colombia. He has reached the point where it is necessary to move forward, so that an investment of $120,000 is urgent. For American cattlemen who prefer the business of pure breeding stock, here is an excellent opportunity to join hands with a progressive Colombian.

Here is a country where a peso return of 50% annually on capital invested is possible, although any future decline in the value of the peso would make the real rate of return somewhat less.

Here is a country that most Americans do not realize is only two hours away by air from Miami.

Here is a country whose Caribbean seaports are closer than Mexico City to New York's large market.

"Mañana" is fast disappearing. Colombians want action. They need credit and if the banks hold back, they look for partners. American partners are highly trusted. Their know-how and business capacity is respected and well received.

The Investment Mission received several proposals from processors of foods, fiber products, flowers, candy, concentrated fruit juices, jams and fruit powders for export to the United States. The famous Colombian "ruana" (wool cape) was also offered at low prices.

A group in the Valle de Cauca, one of the world's richest agricultural regions, is anxious to go into tomato export. They need help and experience from U.S. farmers in handling fresh produce. A new export mentality is opening up in this country, which has so much to offer to our ready markets.

Fishing unexploited

No one has been able to exploit the giant red shrimp at 60-90 fathoms in Colombian coastal waters for lack of high-powered trawlers and deep nets. Here is an opportunity to harvest the wealth from the sea with an investment of $240,000; an investor would need ten power trawlers to do a complete job. Shore installations are entirely adequate. Tuna would also be part of this exploitation. The present fishing companies have 58 ships laid up for repairs.

Colombia's fish in the interior streams run up to 500 pounds in weight and are liked by the people because of their delicate flavor and protein benefits. The mission received two proposals for improving this industry to market fresh catfish and other river fish in the Bogotá, Cali and Medellín markets. One can purchase the river fish for three cents per kilo and sell it for 30 cents per kilo wholesale. Only a small amount of capital is needed.

Lobster potential

Lobsters abound on both the Pacific and Atlantic Coasts, yet there is no lobster industry in Colombia. U.S. buyers are in constant search for lobster tails. Enterprising Americans armed with good equipment could develop the lobster industry if they combined their efforts with Colombians who want to enter into lobster fishing and exports.

An excellent study to establish a "fique" fiber plant has been carefully prepared and was presented to the mission. The Colombian group needs $360,000 to build the plant and install equipment. The country's requirements for fique sacks for its agricultural and industrial needs are appreciable. The fique grows well in the cool mountain regions. This is a large

electronic matchmaker

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volume business that should pay out quickly.

Colombians who realize the profit that can be derived from applying modern technical methods and supervision to produce crops, have formed "farm companies" to exploit this potential. Some groups prefer to rent land, others prefer to purchase land and increase its value. However, they feel that their experience with many crops that could potentially be introduced is limited, so they invite Americans who can bring in experience and ability.

In the Cauca Valley, a farm company invites Americans to invest with them in soybeans (the country imports $15 million per year in edible oils); corn (three crops yearly); sorghum; beans (large consumption); and diverse crops. This is a fine opportunity for any U.S. businessman because his investment will be in competent hands.

Big cotton prospects

At present a group, which resides in Cali, is reaping big profits from cotton. With the confidence gained in cotton, they want to branch out into the other crops, eliminate the middlemen and produce high yields on a large-volume basis for the country's food needs. They work only on rented land but have well-maintained tractors, bulldozers, irrigation pumps and miles of aluminum pipe. They expect to earn over $300,000 the first year.

A progressive group has formed another farm company on 2,500 hectares of good soil in the Llanos (the Colombian plains), not far from the agricultural town of Villavicencio. They are young men with plenty of "go" and thus far have invested $150,000 in the enterprise, which will specialize in citrus fruits, cotton, plantain and corn, as well as in cattle raising. There are seven partners, all of whom hold good jobs in various Colombian cities. In growing quality oranges they are using Rough Lemon, Cleopatra and Mandarin as stock. Later they will graft 8,000 trees with Valencia and Washington Navel. Lemons were observed doing very well in that area.

Winter tomatoes

A man in Cali wants to grow tomatoes for export to the U.S. winter market. The United States imported over $25 million in tomatoes in 1964. Venezuela has jumped at the chance and is already shipping quality packs in 40-lb. cardboard containers by air to New York.

Another young, energetic man wants to produce cantaloupes, honeydews, casabas, Spanish melons, banana squash and watermelons for the Cali market. He will offer a good salary to an American farmer, plus a percentage of the profits.

In the Santa Marta "banana zone," a Colombian rancher has been developing exotic fruits of high quality for many years. The huge farm is now producing mangoes, sour sop, cashew, guava, avocados and cattle. He experimented with raising elephant grass, cutting it for forage and feeding it to the cattle during the four months of the dry season. This eliminated the stamping down of the grass, allowed it to grow and proved a very economical way to fatten cattle.

He would very much like to have an American investor, preferably one who has a son recently out of one of the American agricultural colleges, to exploit this farm with him on a partnership basis. The farm is also producing quantities of bananas. Emphasis would be placed on raising cashew trees for the nuts and the shell liquid oil.

Food processing, canning

Grace & Co. has expanded its plants in Barranquilla and Pereira, as has Corn Products in Cali. Both have improved the canned goods and packaged foods offered to the Colombian public, which now have good market acceptance. There are several others offering a strong challenge in this field and other new enterprises attempting to move into the large consumer market.

Tomato paste and canned tomatoes offer a good profit margin for export. Tomatoes can be bought for as low as ¾ of a cent per pound and can be processed close to the growing areas on the Magdalena River. One small canner needs $60,000 to finish his expansion plans. He makes bulk tomato paste and canned fish products for the interior markets.

Nutritional foods

With the need for low-cost nutritional foods growing daily, due to the population explosion and the rising costs of other foods, a diversified and progressive firm has built a pilot plant and made feasibility studies on this. As a result, they now want an American partner who can help with biological and technical information. They expect to earn 43% on capital invested by the fourth year of operations. The company is well financed, and has a well-integrated distribution system and fine prestige.

There were three large ice cream and soda fountain suppliers who wanted capital to expand or purchase new ice cream-making machinery because of the increased demand for quality creams. The drive-in business related to this is very enticing to the investor who realizes that this is practically untapped in Colombia, where margins of profit in pesos are five or six times those of the stateside drive-ins. Due to all year warm weather in cities like Barranquilla, Cartegena, Medellín and Cali, ice cream has a steady market. There are eleven cities with over 100,000 persons where ice cream can be sold.

Beverage franchise

One company wants a franchise to manufacture beverage dispensing equipment patented by a U.S. manufacturer. Another firm needs $75,000 to expand its animal feed industry for chickens and pigs.

A Bucaramanga firm makes some of the best jam, jelly and canned tropical fruit products in Colombia. They will soon export ten tons of guava pulp, but they still require capital for expansion. They are progressive and eager to move into the export foods market on products not common in the U.S., and that have a touch of the gourmet taste.

Bucaramanga is in the center of a rich pineapple region with a climate rivaling that of Hawaii. The owners have invented several unique food processing machines that are worthy of note, cutting down food losses and labor.

It has been proven through many sample shipments to the states that the passion fruit juices, fruit pastes, plum palm topping, tropical fruit syrups for the ice cream, bakery and confectionary trade, and dried fruits in sugar, have potential markets. Here is a field that no would-be-investor can afford not to study with care.

the author

A market promotion specialist on agricultural exports and investment under contract with the U.S. Agency for International Development in Bogota, Walter Tatum has been in the management consulting business in Caracas, has grown melons for export from Ecuador, and has served as president of the Latin American Hotel Organization. Formerly, he was general manager of the American Airlines Food System, and was at one time an assistant manager of the Stevens Hotel in Chicago.

He is a graduate of the College of Agriculture of Cornell University.

Rapid growth of chemical, synthetic fiber production boosts need for raw materials

Colombian Government import controls have spurred local output of intermediates for making plastics, paints and textile products

By LEE CARTER
R. W. Booker & Associates, Inc.
St. Louis, Mo.

The manufacture of chemicals and production of synthetic fibers are growing rapidly in Colombia.

CARTER

This growth has brought about an increase in consumption of domestic and imported raw materials for production of plastics, paints, and textiles.

Colombian Government import controls have stimulated growth of production facilities for raw materials formerly imported. Such controls also have required companies previously dependent on imports to introduce local production of intermediates needed to make plastics, paints, textiles and other consumer goods.

Chemical and petrochemical activity is centered increasingly in Barrancabermeja on the Magdalena river and Cartagena, where oil refineries are located. In both locations, synthetic ammonia and its fertilizer derivatives are being manufactured. Ethylene for the plastic industry is scheduled for production in Barrancabermeja and imported vinyl chloride monomer is already being polymerized in Cartagena. The chemical industry of Cartagena also has under construction a caustic soda plant and a carbon black plant.

Although all present production of rayon and nylon is in Barranquilla, synthetic fiber manufacture is shifting to the center of the textile industry, the inland city of Medellin—where a nylon fiber plant is under construction and cellulose acetate fibers and sheet material are produced. A cellulose acetate plant is located in Cali.

Plastics plants visited

Plastic fabrication in Colombia is conducted on a small scale by numerous factories which concentrate on particular lines of products. Among the plants visited was one which made containers, ranging in size from buckets and pails of heavy polyethylene down to pharmaceutical bottles of 2 or 3 ounces capacity. This plant also made molded plastic combs. A second plant makes briefcases, student book satchels, purses and similar articles by a process of electric-induction-fusion seaming of sheet plastic material purchased in rolls.

Capital investment in this type of operation is low enough to permit many independent companies to participate. Nevertheless, their continuing prosperity is threatened by an inability to obtain permission to import intermediate products. This situation puts a pressure on Colombian industry to find local substitutes in the form of molding compounds and plastic sheets suitable for conversion.

By contrast with the plastics fabricators, who are small and numerous, the weavers of synthetic and natural textiles are large and few in number. Their home city is Medellin, which has a textile tradition going back many years. A textile connector engaged in dyeing and minting of fabrics has made an expansion investment proposal.

Soapmakers need tallow

The soap and cosmetics industry in Colombia is well established but the soapmakers are faced with a serious problem. The local meatpacking industry produces only a fraction of the tallow consumed in making soap. Regular supplies are imported from Argentina and the United States. These purchases are now being restrained by import controls.

A number of well-known U.S.-brand products are made under contract or license but opportunities exist for introduction of more such items. There is also the possibility of a U.S. partner contributing technical advice on utilization of substitute materials for imported tallow.

Until import restrictions became stringent during the last year or so, there was a tendency for paintmakers to rely heavily upon imported raw materials. Throughout the world innovations in paint in the past 10 or 15 years have displaced the traditional oil based, mineral pigment lines. These innovations, including rubber-based, water-mixed, synthetic resin products, have kept the industry in a state of transition. This was clearly evident in Colombia until import restrictions came into force. Technical formulation of paints which most effectively utilize Colombian raw materials is an important area of joint venture collaboration.

Sugar refining increases

Colombia's sugar refining industry has attained a high level of production since elimination of Cuba from the general world market. This is not a development peculiar to Colombia, as production has increased in many other nations.

Around Cali, family-owned organizations cultivate sugar cane. They operate their own mills, manufacture sugar candy and market both sugar and their own candy products. One of these groups, the makers of Colombian candies, has already established marketing arrangements in the United States.

Although the sugar industry is vulnerable to world market conditions, its proponents in Cali cite the soil and climate conditions—essentially seasonless because of proximity to the equator—are among the best in the world for sugar cane.

Coal deposits are found in the vicinity of Cali and also near the Paz del Rio steel plant. There are several reasons why coal has not attracted more attention. In the Cali area, the climate is such that space-heating is not needed in houses or public buildings. As the petroleum industry is already well organized, there is little industrial demand for coal—except for the one major steel installation at Paz del Rio which has its own mines.

In the present atmosphere of capital scarcity, other projects seem more likely to get priority, either by public or private decision. With the scheduled modernization of the National Railways from Cali to the Pacific coast port of Buenaventura, the export of coal, possibly to Japan, might have some possibilities.

the author

Lee Carter is vice president of R. W. Booker & Associates, Inc., of St. Louis, consulting engineers and economic analyists. The firm operates in the United States and abroad.

Carter earned his Bachelor of Science degree in chemical engineering at Purdue University and his Master's in engineering at Cornell University. His specialty is industrial development investment. He is a member of the American Institute of Chemical Engineers and of engineering societies in England and Canada.

U.S. INVESTMENT MISSION

Colombia calls for help

Technical and managerial skills, financial aid sought in 100-plus proposals

The U.S. Investment Mission to Colombia has reported over 100 investment proposals indicating the Colombian business community's keen interest in securing U.S. technical and managerial know-how and financial participation in industrial development.

Most of the 140 odd proposals are for joint ventures, but a number of opportunities for licensing arrangements are included. Investment opportunities range from making fiberglass boats and agricultural sprayers to vending machines and text-book publishing.

Firms or individuals interested in following up one or more of these proposals are requested to list the Interview Report (IR) number on any correspondence with the Colombian firm or with the Bureau of International Commerce.

The I.R. number is shown in parentheses immediately after the address on each opportunity.

0110 Field crop farms

Agriculture and livestock group with plans to form a company seeks joint venture to expand agricultural activities in the Cauca Valley. Planning calls for the new company to start out small and grow as it feels its way into diverse products with ready markets. It will begin with cotton, beans, sorghum, soybeans and corn for which a strong demand reportedly exists in Colombia. Three crops of corn a year is claimed as not unusual with high tonnage figures per acre. A U.S. farmers' organization experienced in latest farming techniques would be welcomed as a collaborator.

Write: Promociones S.A., Edificio Zaccour Of. 931, Cali, Valle, Colombia.★ (In Spanish) IR 66.

0122 Fruit farm

Proprietor of 150 acre plantain (cooking banana) farm seeks joint venture to install irrigation system. Claims production will then increase from three million to nine million plantains. Farm located on main highway between two large cities.

Write: Finca Rancho Alegre, Luruaco, Atlantico, Cra. 53, #70-72, Barranquilla, Colombia. IR 216.

Joint venture sought by Cali farmer with U.S. farmer experienced in melon raising for both local and export market.

Write: Harold Zangen, Apartado Aereo 2126, Cali, Colombia. IR 194a.

Owner of 375-acre farm in Cartagena seeks a U.S. joint venture partner to help produce cantaloupes, watermelon, honeydew, Spanish casaba, and Persian melons for export to U.S. during winter months. U.S. partner experienced in growing quality melons is needed to provide know-how and some capital.

Write: Socorro de la Vega, Calle 67, #1-242, Cartagena, Colombia. IR 221.

0122 Fruit, tree nut and vegetable farms
0139 Livestock farms

Owner of 2,000 acre cattle ranch in Caqueta seeks a U.S. joint venture partner to help expand. The U.S. partner is needed to provide capital for the project. The rancher wants to increase the present herd of 360 steers and to exploit the rest of the farm by growing coreless pineapple, yucca for starch, cocoa, and some spice crops.

Write: Coronel Alex Soto Olarte e Hijes, Doncella, Caqueta, Colombia.★ IR 150.

0133 Eggs, poultry

Joint venture sought by Colombian firm producing animal feeds to establish egg, poultry and chicken hatchery. Some financial assistance and technical know-how asked of U.S. collaborator. Hatchery is planned to produce about 120,000 eggs a month.

Write: Finca S.A., Calle 16, #34-75, Bogota, Colombia. IR 17.

Owners of a commercial hatchery in Cali, over 10 years old, seek licensing arrangement or joint venture with experienced U.S. firm offering basic breeding stock for chickens. The firm expects a 100% market growth in the next five years with greatest increase in broiler type chicks.

Write: Pollitos Ltda., Carrera 1 #39-84, Cali, Colombia. IR 88.

0139 Livestock farms

Cattle rancher in the banana zone near Santa Marta is interested in a joint venture with a U.S. concern to expand his operations. The U.S. partner is asked to provide financial assistance for needed equipment and for about 100 young bulls. The rancher has been experimenting with feeding 50 cows on 2½ acres by raising elephant grass as forage and not allowing the animals to graze. Claiming that the experiment has proved successful, the rancher would like to enlarge the project and raise a herd of 10,000 cattle on about 500 acres.

Write: Juan Obregon, c/o Edificio Colombiana do Seguros, Santa Marta, Colombia.★ In Spanish. IR 224.

Joint venture sought by Bogota cattle dealer to expand his operation. The firm breeds, raises and fattens cattle for sale to slaughter houses and at present is working only 15% of available pasture land. It proposes to expand the existing ranch herd from 400 to 3000-4000 head on 35,000 acres of improved year-around pasture land. Financial assistance needed with U.S. investor to be minority or majority holder according to participation.

Write: Ganaderias "Gabuna" Ltda., Avenida Jimenez #5-38, Bogota, Colombia.★ IR 85.

Joint venture with experienced U.S. cattle operator sought by rancher now breeding cattle on 7,500 acres on the plains near Puerto Lopez. Approximately 3,000 acres of the ranch are in natural grass and 1,000 acres in cultivated crops. The Mata river is about four miles away and various canals feed the area with fresh water. Although it

MAKING PATHS through mountainous areas is a major project for Colombian highway developers.

is dry three months a year, the rancher claims an abundance of water is available. Plans are to increase the number of head and improve more acreage with cultivated grasses.

Write: Sirfan Ltda., Avenida Jimenez #5-38, Bogota, Colombia. IR 85a.

Owners of a large cattle ranch, called Hacienda Los Pajaros, located in the lower Cauca basin between Medallin and Cartagena, seek a U.S. partner to participate financially in an expansion program. It is reported that the ranch is currently feeding 5000 head of crossed Brahma stock. The ranch is reported to be one of the finest in the Western Hemisphere, having received write-ups in both Time and Life magazines. There is still, however, much room for improvement in pastures, drainage, fencing and in increasing the herd. Most of the cattle are reported to be steers, purchased at a low price, fattened on improved grasses and sold primarily for export at approximately double the original price.

Write: Cia. Agricola Bajo Cauca, Cia. 10, #15-43, Piso 10, c/o Indugan, Bogota, Colombia. IR 179.

Sheep rancher with 15,000 acres of pasture land, located in cold climate (average 46°) on the slopes of the Andes near Manizales and plentiful water, seeks joint venture for expansion purposes. A total of about 30,000 sheep would be considered as a starter with the Carridale breed to be selected by the rancher from certified sheep dealers. About $3 million worth of unwashed wool is imported yearly and according to local interests an unlimited market exists for both wool and meat.

Write: Barrientos y Cia, Ltda., Edif. San Roque, Of. 708, Madellin, Colombia.★ IR 187.

Sheep and goat rancher with approximately 350 acres of hillside grazing land seeks joint venture for purpose of increasing herds. Financial assistance or stock to be supplied by U.S. partner.

Write: Harold Zangen, Apartado Aereo 2126, Cali, Colombia.★ IR 194.

Beef cattle breeder seeks joint venture with interested U.S. party that can contribute technical know-how, financial assistance, and cooperation in the ranch management.

Write: Ganaderia Lomitas Ltda., Calle 13, #53-41, Ap. Aereo 3888, Bogota, Colombia.★ Some Spanish. IR 49.

0912 Commercial fishing

Joint venture to develop a fresh water fish enterprise in the Macarena area of the Colombian plains is sought by a Cali firm. According to the firm, large catfish are flown in one hour to Bogota market. Additional freezers and more boats are the principal requirements for expansion.

Write: Aves Del Valle Ltda., Apartado Aereo 5530, Cali, Colombia.★ IR 137.

0913 Shellfish

Owner of a hotel in Tolu would like a joint venture with U.S. fishing concern to export the lobster, shrimp, and fish said to be available at Tolu near the Gulf of Morrosquillo and San Bernidino Islands. The U.S. firm is asked to furnish ships, nets and technical aid while hotel owners would provide cold storage facilities and other conveniences as a base of operations. Hotel owners also plan to import equipment to smoke fish.

Write: Pesquera de la Costa Ltda. Tolu, Hotel Morrosquillo, Tolu, Bolivar, Colombia. IR 219a.

A large Buenaventura fishing company, in business since 1945, is interested in a joint venture with a U.S. firm for modernization and expansion. Additional capital is needed from the interested U.S. concern probably in the form of fishing boats, deep nets that can go down 50-80 fathoms and full equipment for the boats. The Buenaventura firm's present fleet consists of 58 shrimp boats but many are in need of repairs. A complete report on this proposal and the activities of the firm is available in Spanish.

Write: Empresa Colombaniana de Pesca la Polar, Ltda., Buenaventura, Apartado Aereo 366, Colombia.★ IR 23.

Investment assistance

It is suggested that firms responding to investment opportunities listed on this page may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Room 6059B, Department of Commerce, Washington, D.C. 20230.

1411 Marble quarrying

Three Medellin businessmen propose a joint venture with a U.S. firm to exploit a marble quarry at Sonson, Antioquia which has been producing on a very small scale. U.S. partner is asked to furnish adequate machinery to develop the quarry and for finishing marble. Geological verification and market studies are required before implemention of the prospect.

Write: Dr. Oriol Arange-Mejia—Jorge Vasquez-Tobon, Clinica Spma 311, Medellin, Colombia.★ IR 153.

1421 Lightweight concrete aggregate

A group of Bogota businessmen investigating the manufacture of lightweight concrete aggregate from shale is interested in forming a joint venture with an experienced U.S. firm. Technical know-how in plant operation and financial participation are asked of the interested U.S. concern. Shale samples are presently being analyzed to determine if the available raw materials are of the proper quality. The group feels that a good market exists, because the use of lightweight aggregate in concrete and concrete products will permit lighter loading of building frames and more economical construction.

Write: Carlos A. Bejarano, Cra. 13, #13-17, Bogota, Colombia. IR 45.

1441 Sand, gravel
3273 Ready mix cement

The owner of a 62-acre stone quarry seeks a U.S. joint venture partner to crush stone and make ready mixed cement. Sand is available nearby, as is cement from a local plant. Financial participation could be in the form of such machinery and equipment as crushers, tractors, pneumatic tools, shovels, a diesel electric generator, and 5-ton dump trucks. Reconditioned used machinery would be acceptable. There is reported to be no competition in Barranquilla for ready mixed cement. Future expansion would be in the form of concrete blocks and pre-fabricated re-inforced walls.

Write: Ramon Garavito, Apartado Aereo 638, Barranquilla, Colombia. IR 210a.

1511 Home construction

Joint venture sought by promoter to build approximately 100 homes to sell for about $3,000 per unit based on a cost of $2,400 each. Technical assistance and advice on modern methods requested in addition to some capital investment.

Write: Urbanizadora Del Pecifico Ltda. Buenaventura, Valle, Colombia.★ IR 103.

Bogota land development and home building company seeks joint venture to assist in financing construction of about 12,000 dwellings in the $3,000 price range.

Write: Currea, Aya Uribe-Holguin Ltda., Calle 76, #8-56, Bogota, Colombia.★ IR 260.

A Cali construction company seeks joint venture to develop property and build and sell homes.

Write: "Supal", Edif. Banco Cafetero #603, Cali, Colombia.★ In Spanish. IR 121.

Joint venture sought by an association of the largest construction companies in Medellin planning to develop and build commercial and residential complex in the city center on property it owns. Development will include underground parking, high rise offices and apartment buildings with retail shops on the street level and a movie theater facing one street. The buildings will be sold on condominium basis.

Write: Inversions Junin Ltda., Apartado Aereo 1254, Medellin, Colombia.★ IR 141.

Cali construction company presently building homes in the $6,000 price range seeks joint venture with U.S. partner to expand and speed its operations. Firm states cost of each house including land is approximately $3,600, and now building about 30 houses a year but would like to have sufficient capital to build and sell 100 a year.

Write: Inconstrucciones Ltda., Carrera 20-G. #17-Sur-97, Cali, Colombia.★ IR 81.

The Catholic head of the Diocese of Bolivar seeks to develop approximately 150 acres of land owned by the Diocese in central Cartagena on a joint venture basis with a U.S. firm. The Diocese is interested in pro-

IT LOOKS LIKE FUN, but hard work goes into maintaining Colombia's railway system which plays an important role in building up the country's economy.

viding homes for low income to medium income families and will put up the land as its share of the venture. A U.S. partner is needed to conduct a feasibility study and provide architectural planning, construction and financing for the venture. This is to be a profit-making venture and other more profitable uses for the land may be considered such as tourist development to include hotels and shops.

Write: Circulo de Obreras de San Pedro Claver, Edificio, San Francisco, Cartagena, Bolivar, Colombia.★ IR 3.

Bogota construction firm, with almost 10 years experience in all facets of local construction, is interested in constructing apartment buildings, houses, and industrial sites on a 50-50 joint venture basis with a U.S. firm. The firm is reported to own land in and near Bogota suitable for such development. Financial and technical assistance is needed from the U.S. collaborator. Present plan calls for construction of two apartment buildings, a 300-unit housing project, and a 2,000-unit housing project.

Write: Umberto Gonzalez d'Acosta Ltda., Cra. 13 #63-39, Office 704, Bogota, Colombia. IR 25.

A group of Cali architects seeks joint venture to form a company to build houses in the low or medium price range. The group claims to own land in an industrial area which will support about 200 houses in the $2,000 price range. It also claims to have raw materials available.

Write: Enrique Jordan-Antonio Bonilla-Harold Zangen, Apartado Aereo 2155, Cali, Colombia. IR 97.

A Barranquilla contractor, who has been building and selling houses for about 18 years seeks joint venture to finance construction of 86 houses in the $5,000 price range. According to the contractor, there is a severe housing shortage in Barranquilla.

Write: Luis A. Castellanos N., Apartada Aereo 2250, Barranquilla, Colombia.★ IR 168.

An experienced Bogota construction firm, reported to have built 2,000 houses, and its affiliated savings and loan corporation, propose creation of a firm on a joint venture basis to finance and construct 1,000 homes in Bogota selling in the $5,000 to $10,000 price range, land included. Financial participation is requested of a U.S. investor, who would also participate in management of the new firm.

Write: Tecnica de Vivienda Ltda., Cra. 10 Esq. Calle 17, Bogota. IR 289.

Owners of large land holdings near Cali seek joint venture to enter home construction business. Plans are to start constructing at the rate of 25 to 50 houses a year increasing to a maximum of 200. Houses to sell for about $9,000. Financial investment and possibly technical assistance asked of U.S. collaborator.

Write: Miguel Bueno, (Hijos De Adolfo Bueno M. Ltda. Carrera 4a. #10-67 5th fl., Cali, Colombia. IR 107.

A general contractor in the Cali area specializing in low-cost family dwellings seeks a joint venture with a U.S. firm to construct, finance and sell complete houses. Financial assistance is primarily needed from the U.S. firm. The Cali firm is reported to own approximately 4,000 lots, averaging generally 20' x 60' located near a growing industrial area. One subdivision of 690 homes has been completed of which about 330 houses have already been sold. Of the remaining sites, approximately 1700 need complete development.

Write: Urbanizadora La Estancia Ltda., Edificio Banco de Colombia, Of. 301-302, Cali, Valle, Colombia.★ (In Spanish). IR 63.

1611 Highway, street construction
1621 Sewer line construction

A large construction firm in the Cali area building sewer systems, concrete streets, and water systems seeks a U.S. joint venture partner to enable it to bid on larger construction jobs, primarily public works projects. The Cali firm is interested in locating a U.S. firm willing to extend financial assistance, know-how, and equipment for such projects. Especially needed is technical know-how and equipment for asphalt paving and patching.

Write: "Adico" Ltda., (Ingeniero Hernando Valazquez M), Edif. Banco Cafetero, Piso 6, Cali, Colombia. IR 121A.

2011 Meat packing

Hog producers' association reported to control 20,000 carefully bred hogs seeks joint venture to set up complete meat processing plant. Technical and administrative assistance plus financial support needed for U.S. collaborators.

Write: Association de Porcicultores del Valle, Endificio Garces 411, Cali, Valle, Colombia.★ IR 113.

Joint venture sought by Colombian cattle firm to establish a modern slaughterhouse at Planetarica for processing 200 head of cattle per day. A slaughterhouse complete with freezing facilities and equipped to handle all by-products is being considered, as is the possibility of processing hogs and manufacturing canned meat and smoked pork products. Technical know-how, experience in meat processing and a knowledge of

frozen beef exporting required of U.S. collaborator.

Write: Abastecedora de Carnes Ltda., Planetarica, Dept. of Bolivar, Apartado Aereo 3905, Medellin, Colombia. IR 21.

2013 Meat processing

An experienced Bogota meat processor with retail outlets seeks joint venture with U.S. partner experienced in meat processing and willing to provide technical and personal supervision of a new plant now under construction. In one retail store 5000 hamburgers are claimed to be sold daily, plus ham, sausage, salami and preserved meat products. Modern equipment is needed for the new plant where attention will be placed on processing quality hams, sausage, corned beef, pastrami, smoked loins, fresh beef cuts and similar items.

Write: Salsamentaria Suiza, Calle 8, No. 28-20, Bogota, Colombia.★ IR 242.

2022 Cheeses
2051 Bakery products

Owner of a Medellin general store employing 47 with approximately 2,000 daily customers seeks a U.S. joint venture partner to expand the business, including a branch store. Cheese and bakery goods are in strong demand and the Colombian firm is specifically interested in contacting a potential partner experienced in producing and marketing these products.

Write: Almacenes el Mar Ltda., Calle 51 No. 52-25, Medellin, Colombia. IR 152.

2024 Ice cream

Joint venture to expand its U.S. style ice cream business sought by Medellin firm. Firm wishes to develop a nation-wide distribution system for its products using franchised type ice cream parlors which would also serve as wholesalers in the cities where they are located. In addition to a chain of ice cream parlors, it plans on using tricycles and colorful donkey carts for street sales. At present its ice cream equipment is of the continuous freeze Cherry-Burrell type. Obtaining a plentiful supply of milk is no problem.

Write: Reginald Thomas Falcon (La Holandesita Ice Cream Co.), Apartado Aereo 4536, Medellin, Colombia.★ IR 145.

Manufacturer of ice cream in Medellin currently producing popsicles, eskimo pies, cookies, ice cream sandwiches, and various sizes of packed ice cream up to five gallons seeks a U.S. joint venture partner to expand its present facilities. Machinery and equipment is needed, in addition, to financial assistance and technical know-how from the U.S. firm interested in the proposal.

Write: La Fuente De Soda, Calle 65, #55-26, Medellin, Colombia.★ IR 164.

Joint venture sought by Bogota ice cream manufacturer for expansion and to provide effective continuing management. Modern "drive-ins" in Medellin, Cali, and Barranquilla and importing of equipment to make ice cream novelties are planned. Present production of about 450 gallons of ice cream daily produced in a stainless steel kitchen in Bogota. Plant has approximately 12,000 square feet of space with two freeze rooms and two holding freezers. A cooling curtain is on hand but not installed. Company has three branch drive-ins selling food and fountain products as well as seven motor scooters, with music, to sell ice cream in the streets of Bogota.

Write: Bureau of International Commerce, Office of International Investment, File 2-2024-1, Department of Commerce, Washington, D.C. 20230.★ IR 18.

2033 Food processing, packing

Joint venture sought by firm now bottling vinegar and selling it under brand name "Royal" claimed to be well accepted in Colombia as a quality product. Firm requests new machinery and technical assistance from U.S. partner to permit it to expand its line to include such products as tomato catsup, fruit nectars, pickles, sauces and paste. Machinery, technical know-how and financial assistance needed from U.S. collaborator.

Write: "Royal" Fabrica de Conservas y Condimentos, Apartado Aereo 7915, Bogota, Colombia.★ In Spanish. IR 79.

2033 Tomato paste
2031 Sardines

Joint venture to complete new canning plant sought by firm presently canning tomato paste, sardines and herring with plans to add several new lines as soon as possible. Technical know-how, management assistance and financial support requested.

Write: Reberto de Fex, Apartado Aereo 2382, Barranquilla, Colombia.★ WTD. IR 220.

2040 Grain mill products

Joint venture to expand operations sought by Cali producer of spaghetti, flour and cereals. U.S. investment could be partly in machinery and/or technical assistance. After expansion the company plans to sell nationally and in adjacent countries.

Write: Molinos Santa Rita Ltda., Calle 13-A, #11-97, Cali, Colombia. IR 91.

2043 Cereal preparation

Colombia's largest brewery after completing a feasibility study, plans to establish a low cost nutritional food industry and seeks a U.S. joint venture partner. Financial assistance is needed from the prospective partner along with technical know-how in biological studies of packaging design for use under tropical conditions. A 51% interest in the venture is offered to the partner. It is reported that the factory building and pilot plant have been completed; costs and sales have been estimated and public acceptance tested on the new product made from corn, rice, barley, soy cake, and yeast. According to the firm, there is an annual deficit of approximately 160,000 tons of low cost nutritional food in Colombia. It is claimed that this will be an industry without competition.

Write: Cereales Expandidos, Calle 16, #34-75, Bogota, Colombia.★ IR 181.

2061 Sugar by-products research

Large Cali sugar mill company interested in joint venture with a U.S. organization to conduct research for determining possibility of producing new by-products from bagasse and molasses. Research will be in the engineering-economic field with the objective of creating new industries.

Write: Ingenio Riopaila, Apartado Aereo 91, Cali, Colombia. WTD. IR 98.

A cattle raiser with some acreage in sugar cane and more available seeks joint venture to exploit molasses and alcohol. The molasses is sold to a government entity and made into "aguardiente," a tequila type liquor.

Write: Alfonso Lascano Magri, Carrera

A YOUNG AUDIENCE watches a river steamer as it approaches the pier at Puerto Berrio, Colombia.

42 #76-99, Barranquilla, Colombia. IR 217.

Joint venture to expand production from about 800 tons to 2000 tons daily sought by sugar mill operator producing sulfited and raw sugar, molasses and bagasse. No machinery required as new equipment is now being installed which will be operating by mid 1966.

Write: Ingenio Mayaguez, Calle 8, #1-3, Cali, Colombia.★ IR 87.

An established sugar manufacturer with offices in Bogota seeks a U.S. joint venture partner to modernize and expand its operations. The sugar cane mill needs new equipment and capital is required to expand the cane growing area. Machinery is needed to produce 800 sacks of refined sugar daily. The old mill is located near Cartagena near the firm's cane fields which encompass about 3,000 acres. It is reported consumption of sugar keeps ahead of production in Colombia even at high prices.

Write: Cia. Azucarera Santa Cruz, Calle 57, #9-39, Apt. 202, Bogota, Colombia. IR 48.

2084 Wines

Joint venture to enable it to expand its wine producing facilities is sought by a Bogota firm now making fortified wines. Some new equipment and technical assistance to be furnished by U.S. partner. In addition, this firm would like to license a U.S. company to bottle and distribute its "Z" brand wine in the U.S. using a system similar to the method used by Cinuzano.

Write: Industrias Vinzeta, Calle 66, #19-77, Apartado Aereo 7915, Bogota, Colombia. IR 79a.

2093 Edible oil

A Cali firm operating a small oil extraction plant using sesame African palm, and peanuts for local edible oil needs, seeks a U.S. joint venture partner to help expand production. U.S. financial assistance is needed primarily to purchase the raw materials for processing. The firm claims it cannot supply the heavy demand for cooking oils.

Write: Aceites y Grasas "Canario," Apartado Aereo 177, Cali, Colombia.★ IR 68.

2093 Vegetable oil mills

Owner of old plant for extraction of castor oil seeks a joint venture with U.S. firm to reopen the almost completely renovated facility. Plant, although idle for many years, is claimed to be currently capable of producing 3750 pounds per day using hydraulic extraction. This is reported to be an increasing demand for castor oil with imports now prohibited. Financial assistance, technical know-how and possibly some machinery asked of U.S. partner.

Write: Empresa de Aceites Illera Palacio "La Alianza," Apartado Aereo 54, Barranquilla.★ WTD. In Spanish. IR 188.

The owner of a plantation devoted entirely to African palm trees is seeking a U.S. partner to develop and construct refining facilities on a 50-50 joint venture basis. The interested U.S. firm is asked to furnish financial assistance and machinery for extracting and refining palm oil. The plantation, located in the banana zone of Aracataca, encompasses 1,837 acres and now has 105,600 palms, 1½ years old, that will be ready in three years for oil extraction. It is reported that Colombia is importing considerable quantities of edible oil and that the supply does not begin to meet the current demand.

Write: Jose Martinez Castano, Calle 17, #12a-04, Santa Marta, Colombia.★ In Spanish. IR 222.

2099 Torula yeast

A Cali firm seeks an experienced U.S. partner to manufacture Torula yeast from molasses on a joint venture basis. The firm is jointly owned by most of the sugar mills in the Cali area and is reported to have good financial support. Technical know-how and financial assistance are asked of the U.S. partner. Formula yeast is presently being imported, however, future imports will be prohibited to protect the local market, according to the firm, if the product is manufactured in Colombia. Complete details on the proposal may be obtained directly from the firm.

Write: Colombiana De Mieles, Calle II, #3-72, OF. 1205, Cali, Valle, Colombia. IR 114.

2298 Rope, bagging

A joint venture sought by group of Colombian businessmen to manufacture sacks, bagging ropes and similar items using a local fique fiber plant for producing sisal fibers from which the products would be made. The U.S. partner would be asked to supply some financing, technical know-how and offer advice on the most suitable equipment to be purchased. A feasibility study, in Spanish, prepared by the Institute of Technical Investigations in Colombia is available from the firm for review by interested parties.

Write: Colfibras S.A., Cra. 3, #18-24, Of. 604, Bogota, Colombia.★ IR 52.

A producer of twisted paper cord products including baskets, baby cribs, trays and tables all of the woven reed type is interested in a joint venture with a U.S. firm in expansion purposes. The U.S. collaborator is asked to furnish technical assistance, working capital, and additional paper twisting machinery. The firm, located in Medellin, produces the twisted paper cord which is then distributed for manufacture to handicraft workers in surrounding small towns. Over 30,000 items were produced and sold last year, according to the firm.

Write: Real Mimbres Ltda., Calle 56, #54-15 and 54-17, Medellin, Colombia. IR 138.

2411 Logging camps
2421 Sawmill

A Bogota exporter with exclusive exploitation rights for 10 years of a 6,000 acre forest zone proposes a joint venture with a U.S. firm to export logs and possibly establish a lumber mill. Financial and technical assistance is desired from a prospective U.S. partner. According to studies carried out by forest experts, there are available about 100,000 Virola trees, equivalent to approximately 300,000 logs with a minimum size of 200 doyle feet per log. The Colombian firm primarily seeks a U.S. firm that can handle up to 1,500 logs per month.

Write: Max Carriazo—Exportaciones, Apartado Aereo 4155, Bogota, Colombia.★ IR 62.

2421 Sawmill

A joint venture sought by producer of cut lumber and manufacturer of wooden packing boxes for expansion and modernization purposes. Company states that it has obtained a land concession of over 12,000 acres of virgin hardwood in Turbo area. Technical assistance, machinery and financial support needed from U.S. partner with proportion of equity ownership open to negotiation.

Write: Maderas Colombianas Ltda., Apartado Aereo 569, Barranquilla, Colombia. IR 201.

2430 Millwork, veneer, plywood, prefabricated structural wood
2510 Household furniture

A firm in Cali engaged in diversified activities such as operating sawmills, trucking facilities, a plywood plant, dry kilns, a furniture plant, and a hollow core door plant seeks a U.S. joint venture partner to help expand the business. The U.S. collaborator is asked to furnish financial assistance, technical know-how, and machinery, in addition to acting as distributor for the firm's products in the U.S. The firm is presently exporting doors and furniture items and plans to increase its export business.

Write: Premadera, Cra. 1, 326-90, Cali, Colombia. IR 144b.

2432 Veneer mills

A Bogota firm producing TV, radio, and sewing machine cabinets, as well as office and household furniture would like a joint venture with a U.S. firm to build and operate a veneer slicing plant with drying facilities to supply its own needs and for export. The U.S. collaborator is asked to provide technical assistance and some capital for the proposed project. The Colombian firm is willing to buy out its U.S. partner after the firm is operating if the U.S. firm wishes to sell its share of the venture. Established in 1953, the firm's plant in Bogota occupies almost 2½ acres with an additional acre available for expansion.

Write: "IMA"—Industria de Articulos de Madera, S.A., Cra. 73, #19-80, Bogota, Colombia. IR 9.

Large furniture manufacturer seeks a joint venture with U.S. firm to set up plant to produce hardwood veneers. According to the local company, an excellent domestic and export market now exists for this product. Equipment, technical know-how and some financing needed from U.S. partner.

Write: Muebles Camacho Roldan y Artecto S/A, Calle 26, #35-33, Bogota, Colombia.★ IR 240.

2531 School furniture

A manufacturer of desks and school furniture seeks a joint venture for expansion purposes and a license with U.S. company interested in producing and selling school furniture in a growing market.

Write: Talleres "Arpa" Ltda., Carrera 9, #29-04, Cali, Valle, Colombia.★ IR 108.

2645 Paper products

A firm now successfully manufacturing expansion folders and index guides under satisfactory license arrangement with a U.S. firm seeks an additional license to produce related paper and cardboard items.

Write: Gran Fabrica de Folders e Indices Ltda., Carrera 9a, #15-18, Bogota, Colombia. IR 56.

2646 Pressed, molded pulp goods

A Cali manufacturer of reclaimed paper

products seeks joint venture or license agreement to make molded-pulp egg separators for large egg crates and egg cartons of one dozen size. Firm is also interested in fruit dividers. Willing to make agreement with U.S. equipment manufacturer. Believes details of payment for equipment can be easily negotiated.

Write: Fibro Infinita De Colombia, Carrera 4, #22-36, Cali, Colombia. IR 57.

2649 Paper products

A Barranquilla paper products firm with plants in Bogota, Barranquilla and Cali seeks joint venture on condition that U.S. partner assumes a minimum 75% equity in the operation. Firm now produces paper bags, paper handkerchiefs, paper tapes for office machines, paper napkins, envelopes and wrapping paper. Uses 120 tons of raw material monthly of which 95% purchased in Colombia.

Write: Alberton Lotero & Co., Cra. 51, #9-93, Barranquilla, Colombia.★ In Spanish. IR 197.

2661 Building board

An experienced manufacturer of concrete structural products in Cali seeks a U.S. license to produce building products made from such local raw materials as cement and fiber mix compressed into building panels. The firm is aggressive and experienced in the building materials field. This is reported as an excellent opportunity for a U.S. company seeking to expand into the Colombian market.

Write: Permolda Ltda., Edif. Belmonte Of. 606, Cali, Colombia.★ In Spanish. IR 58.

2731 Publishing, text books

A publishing firm with 75 years experience and approximately 800 employees currently publishing primary and secondary U.S. text books (in Spanish) under license to U.S. companies seeks joint venture to extend its facilities to enable it to widen its marketing area. Some marketing assistance plus financial support needed from U.S. partner.

Write: Editorial Y Tipografia Bedout, Cra. Bolivar #51-04, Medellin, Colombia.★ WTD. IR 205.

2752 Picture post cards

A joint venture for expansion purposes is sought by Colombian company that edits and publishes post cards and tourist guides. Company claims that it is one of the most important firms of its type in South America and with the increase in tourism, there should be increased demand for its products. It does not print but contracts the work to other firms.

Write: Ediciones MoviFoto S.A., C. 49, #52-144, Apartado Aereo 12-54, Medellin, Colombia. IR 143.

2761 Business forms

A Bogota graphics art firm specializing in business forms seeks joint venture to expand its line to include magnetic ink and continuous business forms.

Write: Bureau of International Commerce, Office of International Investment, File 2-2761-2, Department of Commerce, Washington, D.C. 20230.★ In Spanish. WTD IR 35.

2821 Plastic materials

A Colombian manufacturer of solvents and sheet and laminated plastics seeks joint venture to expand production to include plastic extrusions and PVC laminated. Technical know-hows and some financial participation needed for procurement of imported extrusion machinery.

Write: Solveco Ltda., Cra. 10, #16-39, Of. 504, Bogota, Colombia. IR 5.

2840 Soap, cleaning preparations

A license, joint venture or contract manufacturing arrangement sought by toilet and laundry soap manufacturer. The firm also produces tooth paste, glycerine, and household cleansers. Purpose of the requested collaboration is to produce popular U.S. brands of these and related products. Very little increase in fixed assets, personnel and general overhead expenses would be required to increase production, as much of present equipment is now under utilized. Company employs approximately 85 workers.

Write: Industrias "El Fraile," Apartado Aereo 228, Cali, Colombia.★ IR 124.

2841 Soap, detergents

A Bucaramanga firm of 80 employees manufacturing laundry soap seeks a joint venture to substantially expand its present capacity and make synthetic detergents and toilet soaps. Equity participation is offered the U.S. collaborator who would be asked to finance the purchase of machinery for forming, cutting, and wrapping soap.

Write: Luis F. Granados T. & Cia., Ltda., Apartado Aereo 735, Bucaramanga, Colombia.★ WTD. IR 1.

2841 Household cleansers
2842 Household polishes

A Bogota manufacturer of household cleansers and polishes is interested in a joint venture with a U.S. firm to expand. Financial participation and technical assistance is asked of the interested U.S. concern. The firm's products are reported to be of high quality and command a premium price.

Write: La Hoya Gomez Diaz y Cia., Calle 21, #67-62, Bogota, Colombia. IR 115.

2842 Insecticides
2844 Cosmetics

Manufacturers and distributors of soap, detergents, talc and hair laquers seek joint venture to expand production of soaps and cosmetics and add a line of insecticides. Technical assistance and some capital needed from U.S. collaborator.

Write: Laboratorios Suramericanos, Carrera 41, #13-83, Bogota, Colombia.★ WTD. IR 7.

2844 Perfume bases

Cartagena manufacturer and compounder of perfume essences for use in the production of soap, candy, and disinfectants seeks an experienced U.S. joint venture partner to expand. The prospective U.S. partner will be asked to furnish financial and technical help in addition to management assistance in developing new foreign markets.

Write: Establecimiento de Productos Aromaticos Ltda., ESPA, Apartado Aereo 338, Cartagena, Colombia. IR 169.

License or contract manufacturing arrangement sought by Bogota firm to manufacture well known U.S. name brand line of cosmetics. Capital is available for any additional equipment needed to manufacture these items. The firm is willing to pay either a royalty or a fee for a license.

Write: Laboratorios Artibel Ltda., Calle 17, #72-61 (Las Granjas) Bogota, Colombia. IR 55.

2851 Paints, varnishes

A Barranquilla dealer of paints and varnishes established in 1946 has recently started manufacturing these products and seeks a U.S. partner on a joint venture basis to improve and expand production. Technical advice and financial aid is needed from the prospective U.S. partner. So far the venture has been moderately successful but it is under-capitalized and needs technical assistance.

Write: Fabrica de Pinturas y Products Quimicos "Durasol" Ltda., Apartado Aereo 572, Barranquilla, Colombia. WTD IR 208.

2871 Fertilizers

Joint venture sought to establish Barranquilla plant to produce organic fertilizers from treated garbage. U.S. collaborator asked to furnish some machinery, technical know-how and financial assistance. According to firm, organic fertilizers have a good market.

Write: Cesar Pastore Granjean, Apartado Aereo 1770, Barranquilla, Atlantico, Colombia. IR 183.

2893 Printing inks

A Bogota firm producing inks for printing lithography and for rotary printing presses wishes to expand through a joint venture with an established U.S. manufacturer of glass or ceramic marking inks. Technical know-how and financial assistance is needed from the U.S. partner. The firm was established in 1959 and its clients are the principal newspapers in Colombia.

Write: Coltintas Ltda., Cra. 6, #14-12 & 14-42, Bogota, Colombia.★ In Spanish. IR 237.

2899 Essential oils

Joint venture sought by Cali grower and processor of essential oils for expansion purposes. In addition to other items, company now producing about 110 pounds of citronella oil a day. Increased growing area plus new steam distillers planned.

Write: Alvara Bueno, Avenida A1 Mar #4-165, Cali, Colombia. IR 90.

2952 Asphalt roofing tile

A Bogota firm, formerly importing oils, paraffin, and fish flour, seeks a joint venture with a U.S. firm to produce asphalt roofing tile and mastic. The U.S. firm is asked to provide technical know-how and capital for the proposed project. The Colombian firm will allow up to 51% to its prospective partner in the venture.

Write: Tabares Quintana Hnos. Avenida Jimenez #9-14, Bogota, Colombia. IR 31.

A license to manufacture asphalt impregnated waterproof roofing paper sought by Barranquilla company which specializes in waterproofing roofs and makes industrial thermal insulations. Some technical assistance is also asked of U.S. firm. Required raw materials can be purchased locally although, at a later stage, the company would install machinery to manufacture the saturating paper from newsprint.

Write: Impermec Ltda, Apartado Aereo #1733, Barranquilla, Colombia.★ IR 170.

3079 Plastic molding

A 50-50 joint venture sought by Barranquilla group experienced in the plastics industry to manufacture fittings for rigid P.V.C. pipe. Suppliers of polyvinyl chloride are prepared to provide special molds on a fee basis. U.S. partner should have thorough knowledge of rigid PVC molding technique and be willing to participate financially in the project. The group owns a molding machine of modern design and plans on forming a new company for the venture.

Write: Ezequiel A. Rosado Jr., Cra. 68, #69-53, Barranquilla, Colombia. WTD. IR 176a.

A Cali firm manufacturing metal lamps and furniture seeks a licensing agreement with a U.S. producer of plastic articles for domestic use. The firm is flexible about form and terms of the licensing agreement. According to the firm reportedly well-acquainted with the market, there is a need for a less expensive lamp.

Write: Industrias Metalfa Ltda., Cra. Ia, #35-29, Cali, Colombia.★ IR 123.

3141 Footwear

A small but well established shoe manufacturer seeks to expand on a joint venture basis with an experienced U.S. firm. Technical know-how, machinery, and capital are needed from the prospective U.S. partner. The Barranquilla firm, founded in 1916, seeks to modernize its equipment to enable increased production to meet a growing market.

Write: Fabrica de Calzado Faitala Ltda., Calle 30, #40-63, Barranquilla, Colombia.★ In Spanish. IR 257.

3161 Luggage, plastic

A joint venture to manufacture lightweight luggage is sought by a Cali plastics firm. According to firm, a majority of travellers use air transportation and a need exists for this article which is not being produced in Colombia. Technical assistance, machinery and hardware such as locks and hinges are to be furnished by U.S. partner.

Write: Alesa, Calle 28, #8a-36, Cali, Valle, Colombia. IR 86.

3229 Glass, glassware

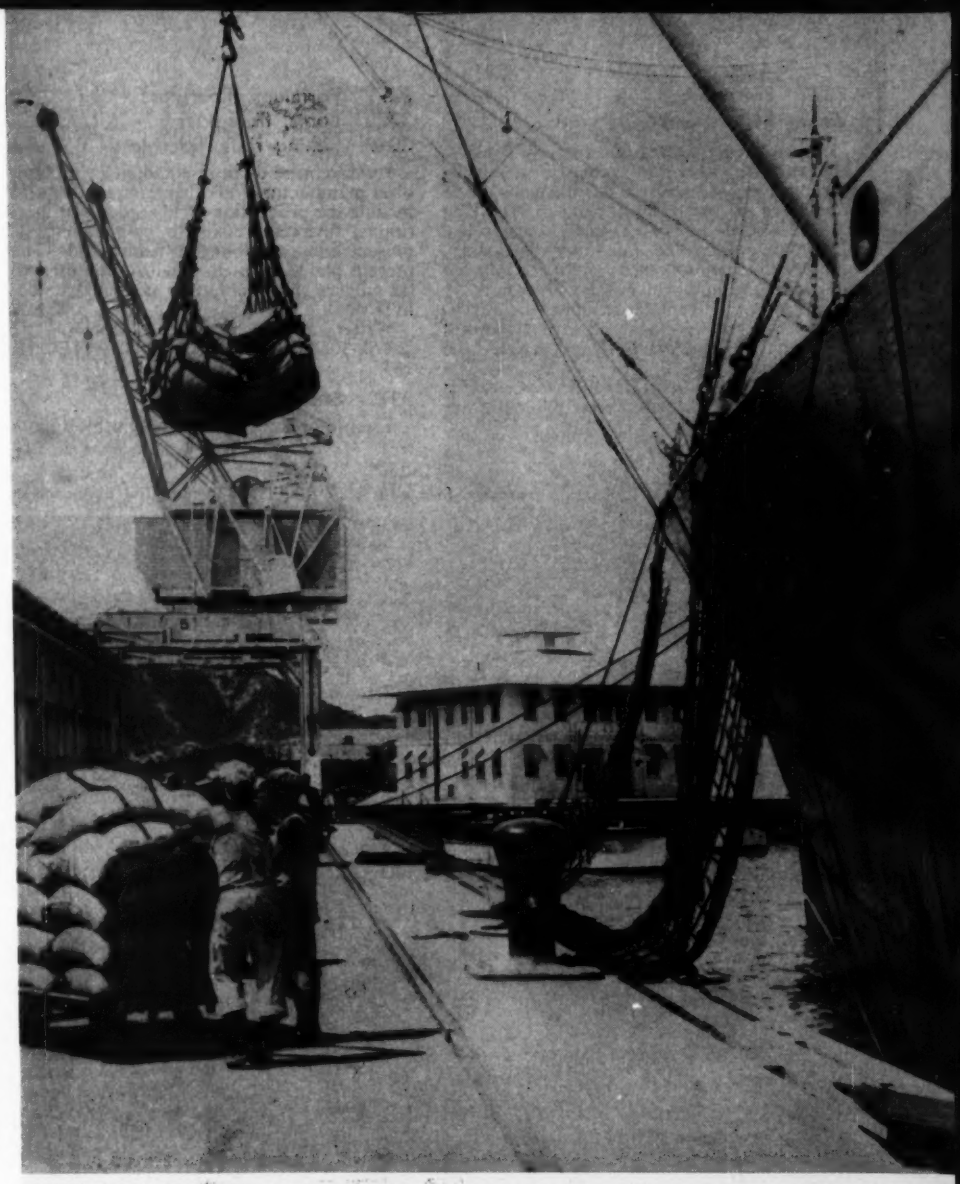
A manufacturer of artistic glass items seeks joint venture with U.S. firm capable of offering some financial assistance and supplying advice on marketing and export promotion techniques.

Write: Vidriera Artistica Veneciana, Attn: Francesco Sparpaglione, Carrera 2, #30-09, Cali, Colombia.★ IR 92.

3241 Cement

Three Cali businessmen are interested in a joint venture to start a cement factory. They claim the existing plant cannot meet demand. Reportedly, there is a plentiful supply of raw material as well as labor in the vicinity. This group of two architects and one manager of a local company has some cash and can offer a thorough knowledge of existing construction market and business conditions. Cement-making equipment and technical assistance needed from U.S. collaborator.

Write: Enrique Jordan-Antonio J. Bonilla-Harold Zangen, Apartado Aereo 2125, Cali, Colombia. IR 97a.



SACKS AND MORE SACKS of Colombian coffee are loaded onto the ship that will carry them abroad.

3251 Face brick—glazed structured tile

Joint venture sought by group starting a company to manufacture glazed structural tile. U.S. partner requested to furnish machinery only, with local group supplying raw materials, working capital, land and building. A manufacturing facility to produce about 400,000 units a month is contemplated.

Write: Salvador Otero Ospina, Cra. 13, #27-75, Piso 3, Bogota, Colombia.★ In Spanish. IR 213.

3255 Brick refractory

Brick manufacturer with present capacity of one million bricks a month seeks joint venture to expand production to include high temperature refractory bricks. Machinery, technical know-how, and some financial assistance is needed from U.S. partner.

Write: Fabrica de Ladrillos Maguncia, Calle 15, #10-26, Of. 204, Bogota, Colombia. IR 215.

3271 Prefabricated concrete

Joint venture sought by firm in the prefabricated concrete and construction business (roads, paving, sewers, utilities) for renovating recently acquired prefabricating facility. Machinery, technical know-how and some financial assistance asked of U.S. collaborator. Company states that at present it can sell all it produces and that the market should double in a year.

Write: Prefabricados "Omega", Cra. 5, #12-16, Of. 502, Cali, Colombia. IR 118.

Joint venture sought for expansion by company prefabricating concrete structure components and making other concrete products. Improved equipment and technical assistance requested of U.S. collaborator.

Write: Premolda Ltda., Edificio Belmonte, Of. 606, Cali.★ In Spanish. IR 58a.

3272 Pressed concrete
3273 Ready mixed concrete

Three large building construction firms in Barranquilla seek a joint or licensing arrangement by which a new firm would be organized to establish a plant for making pre-stressed and post-tensioned components. Depending upon the investment necessary, the local promoters are willing to put up one-half the total investment required. A license or joint venture to enter the ready-mixed concrete business and expand current construction equipment rental activities is also proposed.

Write: Aryes Ltda., Dr. Elberto Gonzalez Rubio, Mgr., Apartado Aereo 1280, Barranquilla.★ IR 174.

3299 Partitions, fiberglass
3723 Boats, fiberglass
3949 Fishing rods, fiberglass

Joint venture or license sought by Colombian manufacturer of fiberglass products to include the production of fiberglass wall partitions, fiberglass boats to complement its present line, and fiberglass fishing rods. The present plant, although small, is reported to be modern and technically equipped to deliver quality products.

Write: Figlas Limitada, Carrera 52 #27A-30, Medellin, Colombia. WTD. IR 133.

3312 Steel works

License or joint venture sought by Bogota mill rolling small steel merchant bars and shapes from billets purchased locally. Firm interested in locating U.S. partner with thorough knowledge of special steel smelting. At present, the company produces about 12000 metric tons annually but is in the process of installing additional rolling mill equipment which will increase capacity to about 30,000 metric tons per year. In addition, company has project to install a seven-ton electric furnace operation to cast billets. It plans to continue to purchase low carbon billets and cast mostly high carbon and special steel.

Write: Bureau of International Commerce, Office of International Investment, File 2-3312-7, Department of Commerce, Washington, D.C. 20230. IR 27.

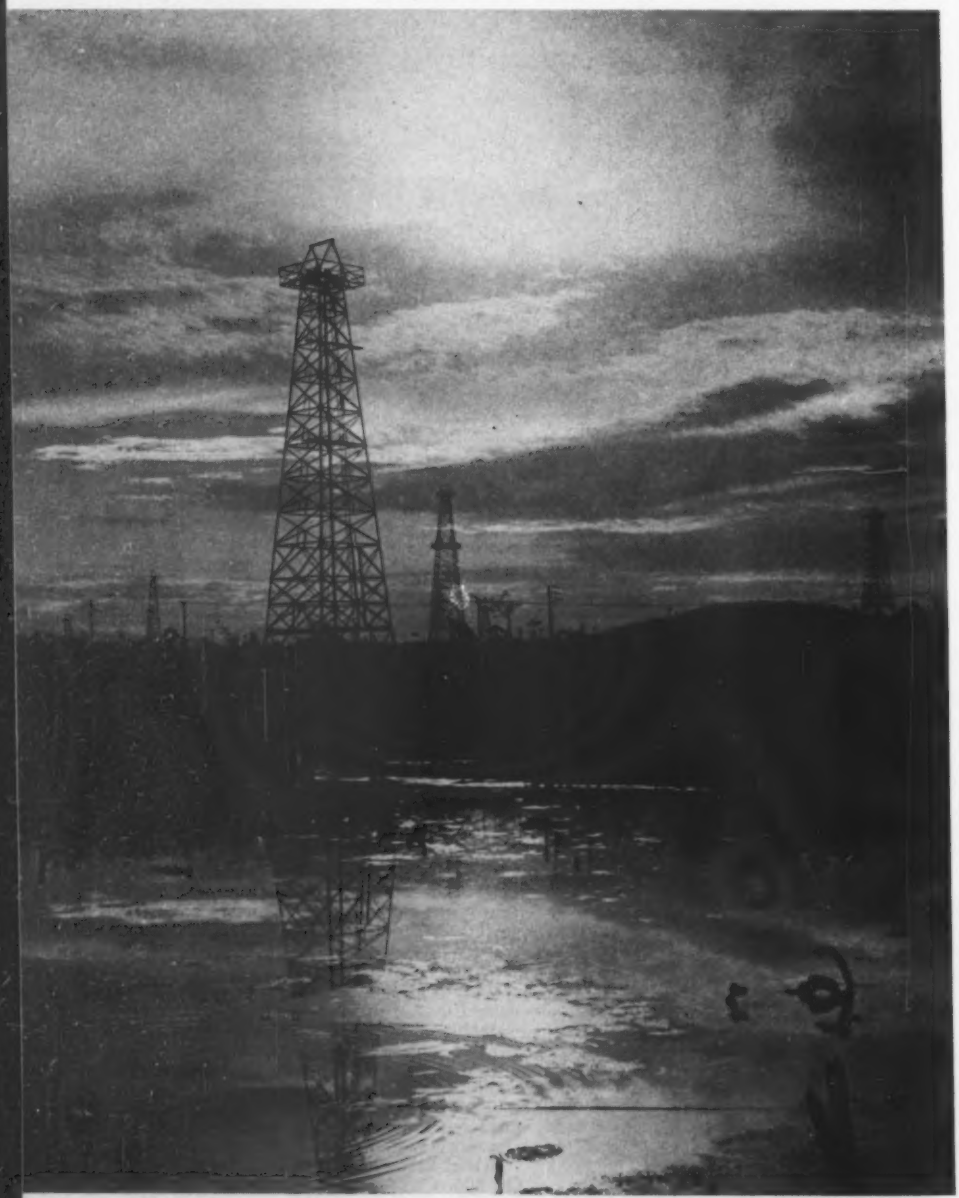
A Bogota company formed in 1963 to establish a rolling mill operation is interested in a joint venture with a U.S. firm to get the proposed project started. Financial assistance is needed from the U.S. firm. Present plans call for the production of 17,000 metric tons of steel bars and merchants shapes a year, smelted from imported scrap.

Write: Indufer, S.A., Calle 13, #11-28, Of. 813, Bogota, Colombia.★ In Spanish. IR 14.

A steel firm in Cali producing about 10,000 metric tons a year of low carbon and merchant steel products seeks a joint venture with financially strong U.S. company. The firm contemplates increasing its production in the future to 40,000 tons annually with any surplus being exported to LAFTA countries. Company claims it will be the only one manufacturing alloy steels in Colombia and as a new basic industry it and its shareholders, have Colombian tax exemption until 1970. A recent and detailed technical and market study in Spanish is available from the firm to prospective investors.

Write: Siderurgiga Del Pacifico (SIDELPA), Urbanizacion Industrial ACOPI, Apartado Aereo 1986, Cali, Colombia. IR 75.

BEAUTIFUL SUNSET on a Colombian petroleum field adds an artistic touch to industrial development.



3321 Foundry, grey iron, non-ferrous

To modernize and expand its foundry to production of 200 metric tons a month, a Barranquilla firm seeks a joint venture with U.S. company preferably engaged in similar foundry operations. The firm now produces centrifugal pumps and valves under license arrangement and lift trucks of its own design. Its present foundry produces about 20 metric tons of grey iron castings a month. The modernized foundry would be based on a rotating furnace fired with natural gas or fuel oil, pouring about three tons every two hours. Sand, mold, and core equipment should be as automatic as possible to insure good quality. In addition to financial support, technical assistance in casting of iron and non-ferrous metals is requested.

Write: Industria Hidronac de Colombia Ltda., Apartado Aereo 1084, Barranquilla, Colombia. WTD.★ IR 184.

3322 Malleable iron fittings
3522 Agricultural implements

Joint venture to produce agricultural equipment or malleable iron fittings sought by Bogota foundry and machine tool manufacturer. Company makes drill presses up to 1½", mechanical saws 18", and small lathes and has jobbing foundry with electric-furnace and a rotary kiln for steel castings of up to one ton. It is also equipped with three

cupolas, two acid and one basic, for modular iron with a capacity for casting of up to five tons. The company's main interest is to convert its jobbing foundry operation into a production foundry by adding a line of agricultural implements and/or malleable iron fittings. It seeks to achieve this objective by acquiring technical know-how and some capital from a U.S. partner.

Write: Bureau of International Commerce, Office of International Investment, File 2-3322-1, Department of Commerce, Washington, D.C. 20230. WTD.★ IR 11.

3362 Castings, bronze, brass

To double present production of approximately a ton per 10-hour day, a joint venture is sought by firm casting and machining phosphorous bronze bars and bushings, bronze and brass angles and narrow strip. Bushings and bars are cast centrifugally. A U.S. partner would be expected to supply technical help plus financial assistance.

Write: Centrifugadora Nacional de Bronces, Calle 22, #5-65, Cali, Colombia.★ IR 76.

3369 Injection molding, non-ferrous

A company with 80-ton injection molding machine for non-ferrous metals with 25-pound mold capacity and 60 strokes per minute seeks technical assistance agreement with U.S. firms which would include leasing of obsolete molds. Company now produces components for typewriters, record players and hardwood items.

Write: Equipos Tecnicos Ltda., Cra. 42-C, #19-45, Bogota, Colombia. WTD.★ IR 39.

3411 Containers, tinplate

Joint venture sought by firm producing containers of tinplate in all sizes and shapes for food products, lubricants, paint, pharmaceuticals and others items. Financial and technical assistance requested from U.S. collaborator.

Write: Fabrica de Envases Metalicos, Calle 41, #35-44, Barranquilla, Colombia.★ IR 212.

3423 Hand tools

License or joint venture sought by new Bogota firm to establish drop forging operations for manufacture of such hand tools as pliers, wrenches and wire cutters. Primarily interested in obtaining know-how from U.S. collaborator but would consider limited U.S. cash investment. Firm plans to sell tools initially in Colombia, Peru, Ecuador and Central America, concentrating on large volume items with the possibility of importing from U.S. investor as part of equity participation.

Write: Bureau of International Commerce, Office of International Investment, File 2-3423-4, Department of Commerce, Washington, D.C. 20230. IR 4.

3429 Casters
3552 Textile machinery parts

A licensing arrangement to fabricate friction drive rings, aprons, oscillating clearer covers, revolving clearer covers, clearer tubes, clearer bracket covering and drive belts for use by textile mills is sought by a Medellin firm. The concern now manufactures rubber tire casters, varying in size from four to 14 inches with capacities from 220 to 1200 pounds. In addition, they make solid rubber rims and cast iron or cast aluminum frames. Firm is also interested in licensing agreement with U.S. caster manufacturer to enable it to improve its present caster line.

Write: Procaucho, S.A., Calle 24, #44-40, Medellin, Colombia. IR 163.

3443 Tanks, fiberglass
3732 Boats, fiberglass

A sales engineering organization in Bogota specializing in water works, water treatment plants and tanks seeks joint venture to manufacture fiberglass boats and possibly fiberglass water-tanks.

Write: Marino Zuleta & Co., Calle 13, #8-65, Apartado Aereo 6679, Bogota, Columbia. IR 13.

3449 Metal work

A Cali firm manufacturing adjustable telescopic bar and tube stands for beds, stoves, refrigerators, file cabinets and washing machines, seeks a U.S. partner to expand on a joint venture basis. The firm is interested in obtaining financial assistance, machinery, and commercial advice. These metal adjustable stands are patented in Colombia and have a ready market because of the tropical climate, and the problems of corrosion and insects.

Write: Industrias Livianas de Colombia Ltda., Calle 11, #24-44, Cali, Valle, Colombia. IR 59.

A large Bucaramanga importer of automobile equipment, parts and tools seeks to diversify and enter the prefabricated low cost housing field with an experienced U.S. firm on a joint venture basis or under license. The firm primarily seeks a U.S. firm to provide technical assistance and management services in establishing the venture. A large U.S. financial investment is not required. Aluminum, steel or plastic prefabs are considered advisable with local masonry products used for on site construction. No detailed marketing analysis has been made. It is reported, however, there is a definite housing shortage especially for low-income families.

Write: Nepomuceno Cartagena G. E. Hijos, Cra. 15, #17-42, Bucaramanga, Columbia. IR 36.

A Cali firm now manufacturing a variety of metal products including tanks, sugar making machinery, cranes and silos seeks joint venture for expansion purposes. Technical know-how, machinery and some financial participation is requested of U.S. partner.

Write: Tallers America, S.A., Calle 34, #2-B-51, Cali, Colombia. WTD★ IR 74.

3452 Nuts, bolts

A Barranquilla nuts and bolts manufacturer seeks a U.S. joint venture partner to expand. Both financial and technical assistance is needed. The Colombian firm is currently producing 8.4 million bolts yearly from $\frac{5}{16}$" to 1" and about 5 million nuts. Machinery and know-how for the production of hexagon socket set screws and hexagon socket head cup screws are primarily desired. Participation in this proposed project would enable a U.S. firm to enter a market which might otherwise be closed.

Write: Industrias Metalicas Puche Ltda., Apartado Aereo 791, Barranquilla, Colombia. IR 175.

3481 Wire products, screens, fencing

A Bogota manufacturer of wire screens, chicken wire, link type fencing and similar products seeks joint venture for expansion. Company willing to consider reorganization suggestions of U.S. partner. The present need for carrying large inventories of imported raw materials is expected to be corrected within a year when over 60% will be procured locally.

Write: Colmallas, Calle 11, #37-58, Bogota, Colombia.★ IR 44.

A Bogota firm, established in 1957, manufacturing such fabricated wire products as wire baskets, screws, fasteners, and nuts, requests a joint venture with a U.S. firm to make wire screen and similar products. Capital, processes and machinery are needed from a prospective U.S. partner.

Write: Artmetal Ltda. & Mantornillos Ltda., Cra. 40, #15-67, Bogota, Colombia.★ In Spanish. IR 247.

ALL IN A ROW, shoes await the finishing touches.

3494 Valves

Firm manufacturing gas valves and fittings under U.S. license, water meters under German license and water valves of its own design seeks license to produce related items or would consider joint venture with U.S. concern. Facilities of firm include forge shop, die-casting, machine shop and foundry with daily capacity of over 6,000 pounds.

Write: Industrias Consolidadas Ltda., Apartado Aereo 1822, Barranquilla, Colombia. WTD★ IR 209.

3522 Sprayers, agriculture

Colombian manufacturer of metal doors, windows and hand spraying equipment seeks a joint venture or license to expand its spraying equipment line and begin the production of metal milk containers. The firm generally seeks to manufacture a related line of improved products. Technical assistance and some capital is required from partner.

Write: Industria de Gerraduras Ltda. (Fernando Ortiz Velez), C. 52, #35-89, Medellin, Colombia. IR 158.

3522 Agricultural equipment
3541 Machine tools

Joint venture sought by Colombian manu-

facturer of small machine tools, agricultural equipment including small sugar mills and general foundry items. This company of 300 employees was formed in 1962 by the merger of three established companies. A detailed 110-page report prepared in Spanish by Ditec Ltda. of Bogota is available from the firm to interested U.S. firms.

Write: Funymao S.A. (Fundiciones y Maquinas S.A.), Cra. 10, #16-39, Of. 1301, Bogota, Colombia. WTD. IR 19.

3522 Wheels, farm machinery
3714 Wheels, motor vehicles

Manufacturer of farm machinery spare parts seeks joint venture to produce wheels for automobiles, trucks and agricultural vehicles. According to firm, Colombia imported last year two million wheels of which 60% were 450E16 and 20% 450E15. It is claimed that Colombia does not manufacture such automotive wheels.

Write: Industrias Tecnoagricolas Ltda., Calle 42, #46-137, Barranquilla, Colombia.★ IR 189.

3535 Conveyors, conveying equipment

A Cali firm, manufacturers of conveyors, elevators, screw conveyors, dry mixers, industrial ventilators, driers and tanks, seeks a licensing arrangement with a U.S. producer of these products.

Write: Talleres de Occidente, Cra. 5, #27-62, Cali, Colombia. IR 111.

Joint venture sought for expansion purposes by Cali manufacturer of steel structures, oil storage tanks, sugar cane conveyors and related equipment. Although not required, it would be preferable if a U.S. partner was in the same business, as the Cali firm is interested in broadening its line to include other implements used in sugar mills.

Write: Talleres Titanic, Cra. 8, #41-12, Cali, Colombia. IR 120.

3537 Industrial trucks, trailers, stockers
3585 Refrigerators, air conditioning equipment

The largest manufacturer of stoves and kitchen equipment for restaurants and institutions in Colombia seeks U.S. licenses for additional related products to expand its operations. The firm, located in Bogota, is specifically interested in producing food handling trucks used in hospitals, industrial refrigerators, and air conditioners. The present plant has excess productive capacity and produces only gas-fired equipment. Licenses are also being sought for making electrically heated products and processing ovens for industry such as those used for curing plastic products. According to the firm, there is little or no competition for these products in Colombia.

Write: Equipos Industriales Joserrago, Cra. 68, #18-91, Bogota, Colombia.★ In Spanish. IR 245.

3551 Food products machinery

A Medellin firm, producer of industrial filter coffeemakers and packaging machines for coffee and granulated dry foods in plastic bags, is interested in a joint venture with a U.S. manufacturer of food packaging equipment to expand its line of products. The prospective U.S. partner is asked to provide capital, machinery, and technical services to make additional types and models of food packaging equipment. The firm plans to construct a new plant in Medellin and claims it can double sales and increase its margin of profit after the expansion.

Write: Ind. De Cafetera Y Empacadora Ltda., Cra. 59, #43-11, Medellin, Colombia.★ IR 165.

Colombian inventor who has developed unique machine for removing the skin from such canning products as mangoes, curubas, lulos, and soybeans seeks a joint venture to set up plant to manufacture this apparatus. Inventor claims that it can be made to fit the needs of large or small canneries. The only imported material required would be some stainless steel.

Write: Francisco Antonio Luengas, Calle 41 Norte, #6B-43, Cali, Colombia. IR 67.

Joint venture sought by Cali engineer who has developed a sugar mill which he claims is able to extract 76% of sugar content from cane rather than the average of 52%. The engineer, who has been connected with the sugar cane industry all his life, claims to have built and sold two of his mills at around $10,000 each and now seeks a U.S. partner willing to extend financial assistance in production of the mill. It is planned to start operations with an assembly plant based on subcontracting. U.S. collaborator would have the responsibility of sales and administration.

Write: Lorenzo Rodriquez, Calle 13, #7-62, Cali, Colombia. IR 125.

A Cali manufacturer of such equipment as ovens, conveyors, shovels and other equipment for bakeries is interested in a joint venture with a U.S. firm for export purposes. Technical know-how and financial assistance plus machinery to augment that already installed, are needed from the U.S. collaborator. The firm has been producing bakery equipment for over 25 years and is reported to have a good reputation in the trade.

Write: Taller Colombia, Cra. 11D, #24-13, Cali, Colombia. IR 117.

3561 Water pumps

A Barranquilla firm currently producing water pumps under license from a U.S. manufacturer seeks a joint venture partner to help expand the business. Working capital is needed from an interested U.S. concern. As the Barranquilla firm is suffering from a shortage of working capital, present production is about 100 units per month, while capacity of the plant is 300 units.

Write: Ezequiel A. Rosado y Cia. Ltda., Apartado Aereo 651, Barranquilla, Colombia. WTD. IR 176.

3561 Pumps, compressors
3576 Scales

Joint venture sought by Colombian manufacturer of water pumps, air compressors, and lawn mowers who also imports and distributes gasoline motors. Of primary interest to this company are U.S. producers of scales, refrigerating compressors, vacuum pumps and similar items that fit the firm's program of expansion. A detailed study in Spanish of the company is available.

Write: Bureau of International Commerce, Office of International Investment, File 2-3561-5, Department of Commerce, Washington, D.C. 20230.★ In Spanish. WTD. IR 33.

3561 Water pumps
3799 Agricultural trailers

A Barranquilla firm operating a foundry and machine shop and producing such articles as agricultural milling machines and motor operated centrifugal pumps seeks a joint venture with an experienced U.S. manufacturer to make water pumps and agricultural and cattle trailers. Financial assistance, machinery and equipment and technical know-how are needed from the U.S. collaborator. The firm will allow a U.S. partner equity in the business proportionate to its contribution.

Write: Talleres Tuesca, Cra. 44, #6-99, Barranquilla, Colombia. WTD.★ IR 234.

3562 Bearings, ball and roller

A Cali firm which produces files and tacks and cold rolls small amounts of high carbon and special alloy imported narrow strip steel seeks a joint venture to manufacture ball and roller bearings. Financial assistance plus technical know-how needed from U.S. collaborator.

Write: Industria Colombiana de Tachuelas, Apartado Aereo 4439, Cali, Valle, Colombia. IR 100.

3562 Bearings

Joint venture sought for expansion purposes by Cali manufacturer producing bearings for makers of metal furniture, tool boxes, broilers and similar metal products. Firm claims that it is currently able to sell its entire production and needs additional machinery and equipment to double capacity. The work force totals only 10 employees. Would particularly like a U.S. partner to supply spot welder, a planer and a small milling machine. While about 70% of materials needed are now imported (cold roll sheet and alloy bar stock) it is expected that they will be available locally within the next four years.

Write: Industrias Sam, Calle 23, #17-96, Cali, Colombia. IR 126.

3581 Vending machines

License or joint venture sought by Colombian firm of manufacturers representatives to produce beverage dispensing equipment of the bottle type. According to the firm, an excellent market for non-alcoholic beverages exists due to the warm climate in a large part of the country plus the fact that no vending machines are presently in use in Colombia. While U.S. capital would be welcomed, it is not of paramount importance.

electronic matchmaker

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BANANAS ABOUND on this plantation and workers stop to supervise the sorting process before the fruit is packed for shipment to city and village markets.

However, technical assistance furnished by the U.S. collaborator would be essential.

Write: Agencias Capitolio Ltda., Calle 13, #9-13, Of. 406/7, Bogota, Colombia. WTD. IR 34.

3585 Coils, fans, refrigeration, air conditioning

A manufacturer's representative for air conditioning equipment seeks joint venture to manufacture coils and fans. Firm is currently making some fans but not statically and dynamically balanced well enough for a perfect air conditioning system. Financial assistance needed to acquire necessary imported equipment. As fans and coils for refrigeration and air conditioning units are reportedly not made in Colombia, these items must be imported, thus presenting a market potential of approximately $200,000 annually according to local promoters.

Write: Climacol Ltda., Calle 36, #6-94, Bogota, Colombia.★ IR 16.

3612 Transformers, rectifiers
3621 Motors, generators
3623 Welding apparatus

A small manufacturer of welding machines, transformers and rectifiers is interested in a joint venture or licensing arrangement with a U.S. firm to make improved models of these products and to produce electric motors in the 1 to 20 hp. range. U.S. technical and financial participation is needed by the Cali firm in its expansion and modernization program. The firm owns the land on which a new plant can be built.

Write: Confecciones Electricas Ltda., Carrera 1, #30-58, Cali, Valle, Colombia.★ IR 102.

3622 Brakes, electric

With plans to expand production, a manufacturer of electric brakes for trucks and buses that supplement the standard pneumatic and hydraulic brakes seeks a joint venture. According to the company, the unit has been used in Spain and France and several improvements have been patented to adapt it to the hot climate and mountainous roads.

Write: Hercules de Colombia Ltda., Calle 24, #4-44, Cali, Valle, Colombia.★ IR 106.

3651 Hi-fi, stereo equipment

An established Cali assembler of mon-

he automated AMERICAN INTERNATIONAL TRADERS INDEX

it should arrive this week

aural and stereo household sound equipment seeks a license to assemble record players, amplifiers, and related equipment of the most modern design. The firm currently uses about 25% of Colombian manufactured electronics in its assembly operations and there is an incentive to increase this percentage. An opportunity exists for the potential licensor to sell partial kits of individual components to the Cali firm. Technical assistance is also requested.

Write: Belltone Electronics Ltd., Cra. 15, #6-34/40, Cali, Colombia. IR 130.

3679 Capacitors, electronic

Electronics firm seeks joint venture to manufacture under contract such brand name electronics as automotive and radio type condensors and capacitors.

Write: Industrias Simonhs, Apartado Aereo 340, Barranquilla, Colombia.★ In Spanish. IR 200.

3694 Electrical equipment, automotive

A manufacturer of electrical replacement parts for automobiles seeks joint venture to expand operations into the entire Latin American Free Trade Area. Machinery, technical know-how and some financial assistance needed.

Write: Industria Baltimore, Calle 22-C, #31-06, Bogota, Colombia. WTD. IR 105.

3714 Shock absorbers, exhaust system

A Cali manufacturer of piston rings is interested in a joint venture with an experienced U.S. firm to produce shock absorbers, exhaust systems, and other automobile parts. A potential U.S. partner is asked to furnish financial and technical assistance. Financial participation could be in the form of required machinery and equipment. The Cali firm was established in 1964 and is currently making 50,000 piston rings a year, a rate it plans to expand to 120,000.

Write: Industria Nacional de Ingenieria Automotriz Ltda., Apartado Aereo 6566, Cali, Colombia. IR 96.

3715 Truck trailers

A firm manufactures bus bodies under license with U.S. cooperation seeks additional license to produce sugar cane carts and truck trailers in order to fully utilize its plant facilities. This is the largest company of its type in Colombia.

Write: Fabrica Nacional de Carrocerias S.A., Calle 53, #1-68, Cali, Valle, Colombia.★ IR 151.

3732 Boat building

A Bogota fabricator of fiberglass boats seeks a joint venture with a U.S. firm in order to increase production to meet the local market demand and for export to neighboring countries. Financial assistance is primarily needed from the U.S. firm. The Colombian firm will allow up to 70% equity to any U.S. partner in the venture. The firm presently fabricates 72 boats a year and claims that without expanding its present facilities it could produce and sell 240 to 300 boats a year.

Write: Industrias Navales "Delfin", Cra. 10, #12-80, Bogota, Colombia.. WTD★ IR 15.

A Colombian industrialist with such interests as sawmills, plywood and furniture plants seeks a U.S. joint venture partner with experience in boat building. Present plans call for the establishment of a new company to operate the project. U.S. collaborator would be asked to furnish financial, technical, and management assistance for the proposed venture. It is reported the Colombian market for boats is very promising.

Write: Premadera, Cra. 1, #26-90, Cali, Colombia. (In Spanish). WTD. IR 144A.

3751 Bicycle parts

A producer of bicycle parts, beds and metal furniture, in business since 1956, seeks a U.S. joint venture partner to expand operations. Capital, machinery and know-how to make a complete line of bicycle parts is desired from an experienced U.S. producer. Presently monthly production consists of 2,000 chromed wheel rims, 5,000 hand pumps and 5,000 fenders. The demand, however, is estimated by the firm at a minimum of 5,000 units of all types of bicycle parts per month. The Barranquilla firm would not be interested in producing complete bicycles unless the make is well known.

Write: Industrias Metalicas "WACO", Apartado Aereo 1015, Barranquilla, Colombia. WTD. IR 288.

3811 Cabinets, laboratory, hospital

A Bogota manufacturer of steel office furniture plans on expanding production to include laboratory and hospital cabinets and seeks a joint venture with an experienced U.S. firm. Total project cost estimated at $80,000 with U.S. investor to participate financially and to furnish technical know-how.

Write: Fabrica de Productos Metalicos, Calle 12, #582, Piso 4, Bogota, Colombia. IR 38.

3821 Thermometers, industrial

Joint venture to manufacture industrial manometers and thermometers sought by firm that has imported these items for ten years. According to firm, these instruments are not now manufactured in Colombia but once production is available further imports will be prohibited with a substantial market assured. U.S. partner is to assume general and technical management.

Write: Incoagro Ltda., Apartado Aereo 1770, Barranquilla, Colombia.★ IR 182.

3843 Dental equipment

A Barranquilla company that imports, warehouses and sells dental equipment and also manufactures artificial teeth seeks joint venture to expand its activities to include the manufacture of the mechanical parts of dentist chairs, X-ray units and similar equipment.

Write: Industrias Dental Medico S.A., Apartado Aereo 268, Barranquilla, Colombia. WTD. IR 8.

3914 Toilet handles

A Medellin manufacturer of toilet handles seeks a U.S. partner to help expand the business on a joint venture basis. Machinery and working capital are needed from the U.S. partner. The Colombian prefers a working partner even on a part-time basis. Present facilities consist of a small foundry operation melting scraps at a rate of 2,500 pounds per month. The main product is toilet handles which are chrome plated at the plant. According to the firm, it is the only producer of this article in Colombia and enjoys an export business.

Write: Prokrom Ltda., Calle 45, #35-25, Medellin, Colombia. IR 132.

3981 Brushes, round metal

A manufacturer of brushes for domestic and industrial use seeks a joint venture or licensing arrangement with a U.S. firm to produce round metal industrial brushes. The company also contemplates the production of plastic handled brushes to replace the present wooden handled type. Technical assistance and some financial support requested.

Write: Casa Schaps Ltda., Apartado Aereo 582, Barranquilla, Colombia. WTD IR 199.

6146 Consumer credit

Joint venture sought by consumer credit company with experienced firm. In addition to financial support, technical know-how and administrative assistance requested.

Write: Proinsa, Edif. Zaccour, Of. 931, Cali, Valle de Cauca, Colombia.★ IR 65.

7331 Duplicating services

A Medellin firm specializing in duplication services seeks a U.S. joint venture partner to expand the business. The firm seeks to expand its office services through the acquisition of a Xerox machine, a No. 1250 multilith, and a No. 1250w multilith, with the ultimate objective of opening service centers in other principal cities in the country. A U.S. partner is needed to furnish the necessary machinery and provide a competent person to operate the equipment. The U.S. partner may have direct control of the management and production end of the business.

Write: Grafoprint Ltda., Av. 53, #53-77, Medellin, Colombia.★ IR 147.

Pakistan seeks U.S. tractor manufacturers for ventures

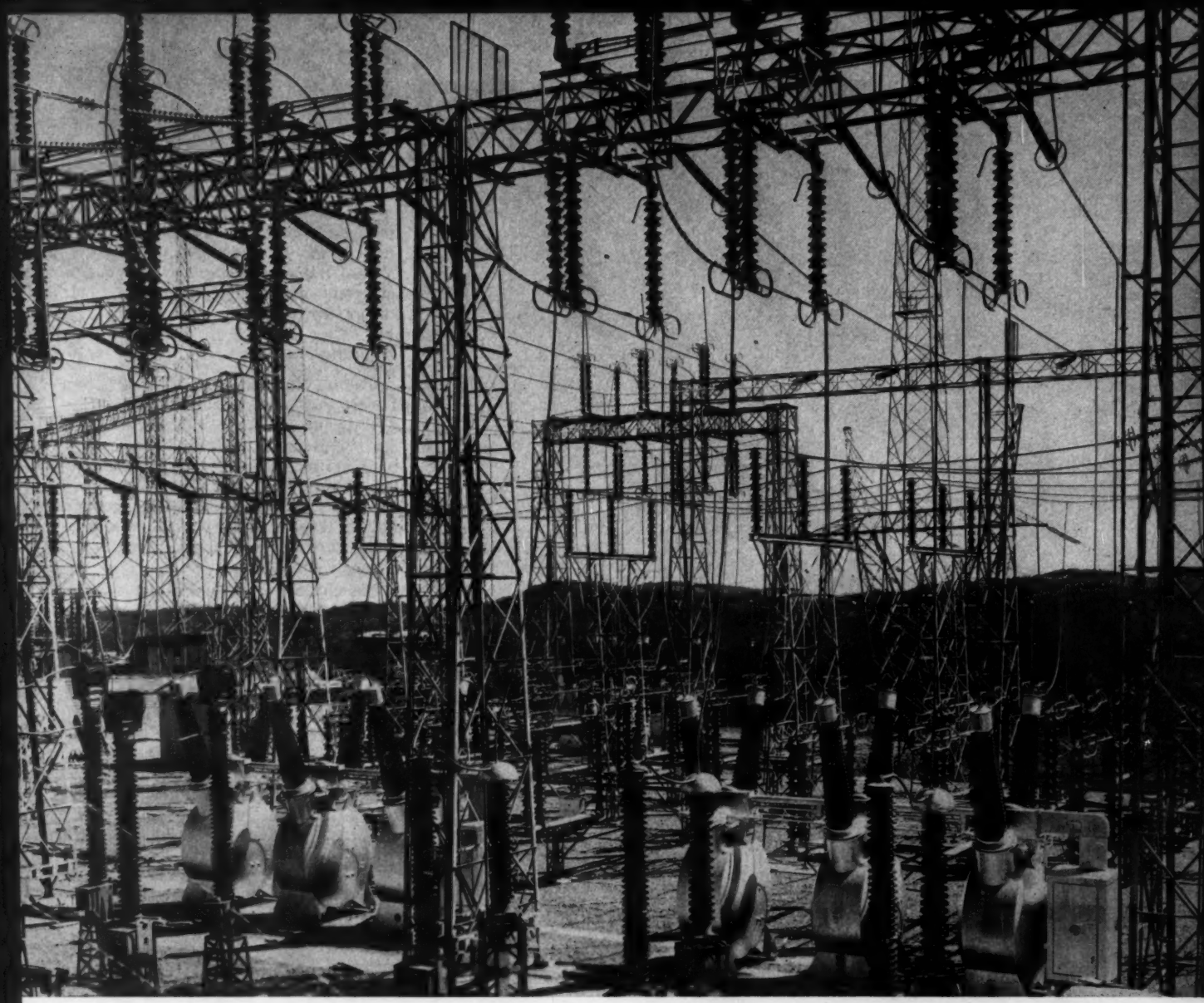
U.S. manufacturers of all types of tractors including the garden type and 12 horsepower self-driven power tillers are invited to submit proposals for establishing manufacturing facilities in Pakistan.

The small tractor and power tiller plants are for East Pakistan and the larger tractor plants for West Pakistan.

The Government is reported to be interested in developing adequate capacity for production of agricultural machinery due to the urgent need to raise the level of food production.

While the deadline for submission of proposals was originally set at Aug. 20, U.S. tractor manufacturers interested in establishing facilities in Pakistan should signify their interest in writing to the appropriate Pakistani Government agency at once, and request further information and the applicable proposal forms.

Write: Director General, Investment Promotion Bureau, Ministry of Industries, Government of Pakistan, Karachi, Pakistan.



THIS INTRICATE NETWORK of power-packed lines supplies homes and industries in African areas. The power passes through the huge switching gear assembly.

AFRO-AMERICAN CENTER

Learning how to buy

Private agency will show Africans the what's and how's of purchasing U.S. goods

Africans will learn the ABC's of purchasing U.S. goods through the new Afro-American Purchasing Center (AAPC), a private non-profit organization which also will act as a purchasing agent for African governments.

The center, located in New York, will purchase U.S. products for African governments that contract to use its services. It will first concentrate on official buying in the U.S. and later hopes to handle purchases for private African organizations as well.

The purpose of the AAPC is to provide on-the-job training for African government procurement officers in the mechanics of purchasing goods in the United States, as well as on a world-wide basis. It is believed that this program will remedy a general unfamiliarity on the part of most African officials with pro-

ANOTHER DAY ENDS for a Zambian construction worker as he carries his jackhammer back to the shed.

curement techniques for American-made products.

The facilities of the Center will be used to acquaint African procurement officials with U.S. companies, brands, products, standards, specifications, and business methods such as competitive bidding. Officials will also be versed in international trade procedures and general management skills, and will eventually be able to organize effective procurement operations in their home countries.

As a long-range goal, it is hoped that the African governments will ultimately be able to direct and operate the Center themselves.

More exports anticipated

An increase in U.S. exports to Africa is anticipated eventually as the center hopes to attract private African capital to the U.S. along with official funds. Main functions of the center would be to offer the broadest possible range of products and to provide a medium by which more U.S. companies can sell to Africa.

The center is expected to contribute to both the economic growth of independent African nations and the development of two-way Afro-American commercial relations. In 1964, U.S. exports to Africa totaled $951 million and $901 million worth of African goods were imported by the U.S.

The center will charge a fee for its services, to cover operating costs. A portion of the fee income will be applied toward training African officials in U.S. university purchasing programs and on-the-job instruction.

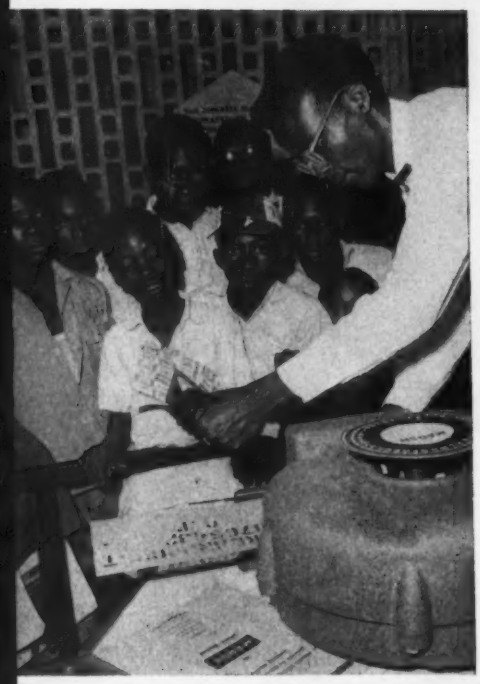
Training facilities

The training program will consist of a formal classroom schedule, including a four-month program at Ohio State and other universities, and additional classroom training at the center's headquarters. This will be followed by practical experience side by side with the agency's staff of experts. Each trainee will then spend time in the purchasing department of major corporations.

The concept of the new center was initiated and supported by the Agency for International Development, which has agreed to cover any operating deficits during the first two or three years and to assume most of the costs of the training program.

However, the center is not a govern-

ALL SMILES seen on this Cairo construction site.



LOGS AWAIT shipment above and may eventually return to Africa as finished wood products. Youngsters at right get a demonstration in Lagos, Nigeria, of how U.S. equipment works and an oil drilling rig below receives a careful examination from two curious laborers in Mauritania's desert.

ment agency. It was conceived as a method of transferring the purchasing activity for Africans from a government activity to private initiative.

Center's staff

Heading the new center are Emerson Foote, chairman of the board, who until 1964 was chairman of McCann-Erickson, Inc., and Harold A. Berry, president, formerly vice president of purchases and materials for the Rock Island Railroad and president of the National Association of Purchasing Agents.

The center's staff already includes several key specialists and purchasing specialists.

The headquarters are at 30 Church St., New York, N.Y.

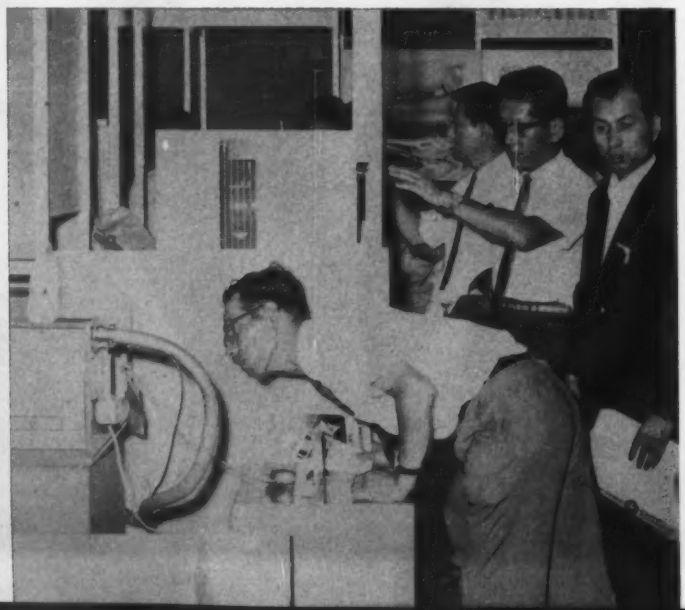
Exporters can order study materials for ASIE text

Qualifying exams for Qualified Export Manager (QEM), Certified Assistant Export Manager (CAEM), Certified International Traffic Manager (CITM), and Certified Documentary Specialist (CDS) will be administered by the American Society of International Executives (ASIE) on November 20.

The three-hour examinations will be held in Philadelphia, New York, Cleveland, Toledo, Chicago, Miami, Los Angeles, San Francisco, Seattle and other cities still to be decided on.

To prepare themselves, applicants may order study outlines from ASIE for $5.

Details and application forms may be obtained by writing Dr. Roland L. Kramer, Executive Vice President and Secretary, American Society of International Executives, Secretarial Suite, Sheraton Hotel, Phila., Pa. 19103.



At Tokyo Center: air conditioners

Twenty U.S. makers of air-conditioners and dehumidifiers expect to do more than $6 million worth of business in Japan in the coming year as a result of showing their products at a recent Trade Center show in Tokyo.

The exhibit:

- Confirmed the findings of a recent market survey which indicated a large and growing market for American air-conditioning units in Japan.
- Called attention to a developing interest in dehumidifying equipment, particularly for use during Japan's rainy season when temperatures and humidity make it necessary to remove clothing from storage areas almost daily to prevent them from molding.
- Pointed up Japanese interest in heating equipment, which was displayed in conjunction with the air-conditioners.

Of the 1,856 visitors who attended the exhibit, more than 1,700 were traders. They bought nearly $22,000 of merchandise off the floor.

The air conditioning and dehumidifying equipment exhibit last month was the 15th show held at the Tokyo Trade Center since it opened in April 1963. The Tokyo Center is one of six trade centers operated by the Bureau of International Commerce in leading world markets. The other five are located in Bangkok, Thailand, Stockholm, Sweden, London, England, Frankfurt, Germany, and Milan, Italy.

Visitors and buyers who came to the Trade Center show looked, peered, twisted dials and pointed at several types of air-conditioners and dehumidifiers. Then some of them sat down to talk business underneath a painting of a calm pastoral scene and on wastebaskets hastily converted into seats, as the photographs on these pages show.

Venezuela still growing

Exceptionally strong second quarter renews economic momentum; several projects planned

Venezuelan business conditions were exceptionally good during the second quarter, with all indications pointing to a continuation of the steady growth of the national economy.

Relative political stability is continuing under the three-party government coalition formed last November. With the coalition running smoothly, the government began to devote increasing attention to plans for economic and social welfare.

Despite drastic curtailment of imports of several commodities to protect local producers, Venezuelan imports continued to expand at a rapid rate.

The steady industrialization of the economy gathered more momentum during the quarter, as several major industrial projects were announced. The expansion in the money supply, which slacked off after mid-1964, accelerated as bank deposits, bank loans and investments expanded considerably.

Venezuela was keenly interested in events in the Dominican Republic, but the crisis in that country had few direct economic repercussions in Venezuela.

The release of preliminary Venezuelan import statistics reflected the substantial growth of that market during 1964. Unofficial trade data show a striking increase of about 20% in total Venezuelan imports during 1964, with imports rising to about $1,104 million.

U.S. sales spurt

Total U.S. exports to Venezuela increased by 17.8% to $600 million. However, U.S. exports between January and May were running only about 2% above the same period in 1964. This was largely due to the U.S. shipping strike in January and February which brought first quarter exports to Venezuela 9% below first quarter 1964.

Partial Venezuelan data for the second quarter indicate that the current year will be one of continuing trade increases, though somewhat smaller than during 1964.

PALMS BEND in the breeze, but these Lake Maracaibo wells keep stolidly pumping out their black gold.

Although some Venezuelan officials advocated easing up on restrictive import policies, restrictions designed to protect local production were intensified. Goods subjected to stricter import controls included fluorescent light bulbs, some auto electrical parts, certain glass articles, gummed label paper, cordage and twines, kitchen utensils, assembled television and radio equipment, pet foods, and galvanized sheets and plates.

Stringent rules

Stringent new regulations were designed to all but cut off the entry of automobiles as personal baggage. The motor vehicle assembly industry was extremely critical of Government plans to procure some trucks and buses from Brazil, and the outcry forced cutbacks in the announced imports of those items.

The nation negotiated to barter surplus rice for Polish tractors and implements. SUCAM, the farmers' cooperative organization for making "direct" purchases of farm equipment, concluded an agreement with a British manufacturer for the purchase of about $1 million worth of tractors and equipment. Reports indicate that U.S. suppliers are not adequately cultivating the rapidly growing Venezuelan market for farm machinery and equipment, and are losing considerable potential business.

Under the effective umbrella of import controls, widespread industrial expansion was obvious throughout the period. New plants included those producing inks for the graphics industry, consumer appliances, automobile starters, soft drinks, ethical drugs, cheese and textiles.

Reynolds builds

Reynolds Aluminum and the Corporacion Venezolana de Guayana (CVG) announced the construction, beginning this year, of a jointly-owned aluminum reduction plant.

Union Carbide and the Instituto Venezolano de Petroquimica (IVP) announced plans to establish a jointly-owned petrochemical plant.

The CVG and the IVP are autonomous institutions of the Venezuelan Government, charged with developing the Guayana region and the petrochemical industry, respectively.

Textile restrictions

The Venezuelan textile industry received renewed attention, and plans were being made for a rigorous system of import regulations to protect national manufacturers. Industry spokesmen have been increasingly insistent on assistance to Venezuelan producers, many of whom have excessive inventories and are producing at far less than capacity.

Since the U.S. has been a major supplier of the better textile imports, the new controls are expected to affect U.S. trade significantly. In late July a temporary two-month embargo was placed on all textile imports.

Since government income under the present revenue structure can be expected to grow only slowly, the large new budget commitments indicate the possibility of a deficit in the coming year. Consequently, a shortfall of about 500 million Bolivares ($110 million) will probably have to be financed through increased loans (both domestic and foreign), a reduction in non-essential bureaucratic spending, and increased effectiveness of tax collection. Whether or not the government will raise taxes is still unknown.

Congress authorized two major borrowing programs by autonomous institutions before its adjournment early in July. The Banco Obrero was authorized to borrow 600 million Bolivares ($132 million) in the form of mortgage certificates and direct contractual debt. A large-scale housing project for lower income families will be carried out under this program.

Also authorized was a 357 million Bolivar ($78.5 million) credit program for the national public waterworks authority, and a $10 million foreign loan to the Municipality of Caracas for the installation of a modern garbage disposal system. The foreign borrowing will be backed by Federal Government guarantees.

The Central Bank of Venezuela is currently studying proposals for loans totaling $111 million from the Inter-American Development Bank (IDB). A visiting IDB mission appeared particularly interested in expanding the bank's loans for industrial development.

Some observers now feel that the prolonged economic expansion, coupled with expanded credit and a possible government deficit, may aggravate the current mildly inflationary situation.

By June 30 Venezuela's international exchange reserves stood at $815 million, down about $10 million since the first of the year. The decline is expected to be more than made up in the remainder of the year. After several years of significant surpluses, Venezuela's balance of payments appears to be approaching equilibrium.

Controversial insurance law

The controversial general revision of Venezuela's insurance law became effective July 1. Despite the opposition of Venezuela's private business sector, the clause restricting foreign ownership of Venezuelan insurance companies to a maximum of 49% was retained in the law. Foreign-owned firms are allowed periods of either two years if registered as a Venezuelan firm, and eight years if operating as branches of foreign companies, to divest themselves of their majority interest.

There was also strong opposition to another feature of the law requiring that 30% of the reserves of insurance companies be invested in Venezuelan Government securities or bonds issued by regional governments and municipalities.

Venezuelan government spokesmen have cautioned against regarding the law as the precursar to a trend of legislation against foreign investment. They reiterate that the Venezuelan Government welcomes foreign investment when it contributes to the economic well-being of Venezuela, and that the insurance legislation is an isolated action which was necessary to meet a particular situation.

Oil output and prices

Average daily petroleum production was 3,472,000 barrels through June 30, a 3.11% increase over the similar period in 1964. There were 41 wells being drilled in mid-June 1965, which compares with a weekly average of 37 in 1964. The industry still estimates that the production increase over 1964 will be no more than 2%.

The CVP also announced that it was not ready to enter into "service contracts" with private parties, despite the repeated assurances of the last three years that such contracts were being studied and would be signed momentarily. It is believed that the delay has been due to a wide difference of opinion between the government and private industry regarding profit sharing and operating procedures.

Plans for supplying gas to metropolitan Caracas also are progressing, according to the CVP. Preliminary estimates show that this project will cost approximately $22 million.

Production of iron ore remained at a high level in the second quarter of 1965. The monthly average through April was 1,367,000 metric tons, an increase of 26% over the similar period in 1964.

The Minister of Mines and Hydrocarbons discussed possibilities for joint government-industry development of the government's iron ore properties in the Guayana region with several European interests during his recent trip to Europe. One group has already sent technicians to inspect the properties. Two American and one Japanese firm are also submitting proposals on this project.

Venezuela soon hopes to inaugurate a national employment service. Observers have been sent to study the Puerto Rican system.

Assess results

In Western Venezuela, prominent businessmen and government officials met in Maricaibo to assess the results of the first Assembly for the Economic Development of Zulia, which was held a year ago. The Minister of Development said that the area's economy had improved markedly in the past year but there was still much to be done. The Federal Government will spend 216 million Bolivares ($47.5 million) on public works in Zulia during the next three years. The Consejo Zuliano de Planificacion (CONZUPLAN) will work closely with the Ministry of Development to encourage industrialization.

The overall economic situation in Eastern Venezuela continued to look good. Business and construction activity during the second quarter of 1965 remained at first quarter levels, and Government construction of transportation facilities has increased. A number of access roads to open up land for agricultural development are being constructed in the area north of the Orinoco River. In Monagas, a much-needed highway connecting the city of Maturin with the Guayana area is being built, and an extensive program of road and canal building and land clearing has commenced in Sucre State. The steel mill at Matanzas has produced its millionth ton of steel.

Uruguay: outlook cloudy

Increasing rate of inflation, drooping exports, bank debt cause growing concern

Serious banking difficulties, import restrictions caused by balance of payment difficulties and an increasing rate of inflation continued to create uncertainty in the Uruguayan economic picture during the second quarter. U.S. exports to Uruguay dropped sharply.

The short term debt of the Bank of the Republic (BOR) continued to cause serious concern. As of July, there were unfilled applications for foreign exchange to cover imports back to October 1964.

At the end of May, the private banks provided the BOR with lists of outstanding credits for which foreign exchange had not been provided. Press and banking sources stated that these totaled some $80 million.

Local banks began demanding prepayment in foreign exchange on all new import transactions handled, which required purchases in the parallel market at high rates of exchange. The exchange rate of the peso on the parallel market continued to deteriorate.

At the beginning of the quarter, the rate was 33 pesos to the dollar. After reaching a high of 68.50 on June 22, the rate apparently stabilized at around 59-60 pesos at the end of the month.

Second quarter exports reached $51.3 million, up slightly over $50.5 million for the same period last year. Exports for the first half of 1965 totaled $91.4 million, down 8% from $99.5 million in the first half of 1964.

Imports during the second quarter were $43.5 million, compared to $45.7 million for second quarter 1964. However, total imports valued at $93.8 million in the first half were 22% higher.

Although complete statistics for the second quarter were not yet available, the U.S. share of the import market for the first five months of this year was 13%, compared to 16% for the same period last year.

Uruguay had a $2.3 million balance of trade deficit at the end of the first half of 1965. This was in sharp contrast to the normal first half trade surplus, which amounted to $24.2 million at the same time in 1964.

The traditional exports of wool and meat accounted for 88% of total exports for the first six months of the year. The importance of meat exports remained high, accounting for one-third of export earnings in the first half of 1965. Wool exports for the half year were $49.8 million (54% of total exports) compared to $46.9 million (47% of the total) in 1964.

The amount of wool tops exported dropped off drastically to only $9.1 million in the half year, compared to $25.3 million for the same period last year.

Changing patterns

Another change from last year in the pattern of wool exports was a significant increase in the amount of greasy wool exported to the U.S. A local trade publication reported shipments of over 32,500 bales to the U.S. in the first six months of this year, up from 6,300 bales last year. The U.S. bought approximately 25% of the total and moved into second place as a purchaser of Uruguayan greasy wool.

The monetary, fiscal and exchange rate developments, together with restrictions on imports, caused serious problems for Uruguay's industrial sector, since almost all of Uruguay's industry depends on imports for raw materials.

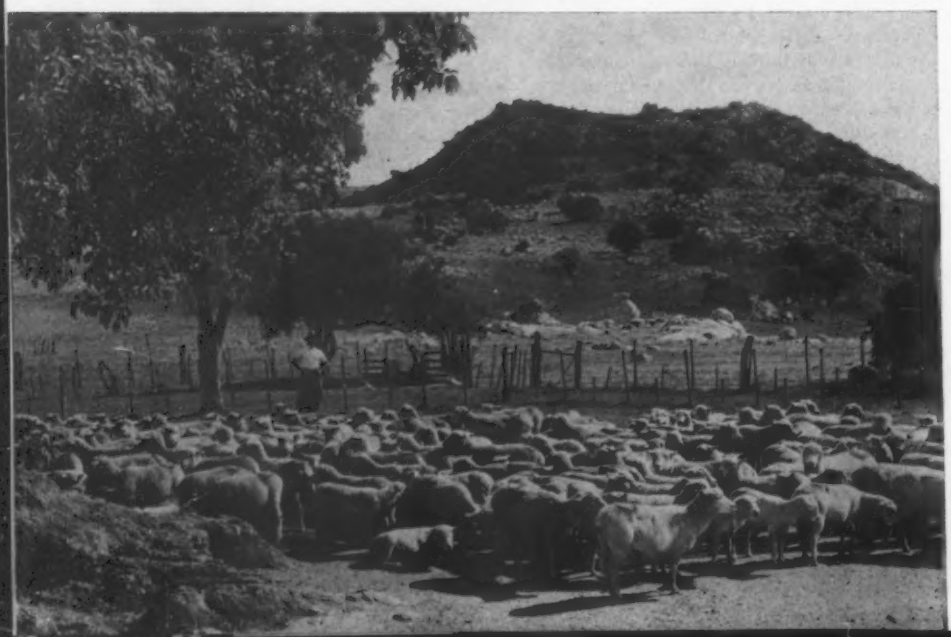
Retail sales held up well in the quarter, despite the continued rise in prices. With the Uruguayan peso deteriorating rapidly, Uruguayan goods became very attractive in terms of other currencies, and tourism helped keep retail sales normal.

Both cost of living indices prepared by the Government indicated a rising rate of inflation during the second quarter. The cost of living index for medium-income families in Montevideo increased 14% for the quarter and 26.3% for the first six months of the year. The cost of living index for workers and public employees in Montevideo rose 12% for the quarter and 25.2% for the first half.

The contract awarded in the first quarter for the widening and improving of Uruguayan highways 5 and 26 was cancelled when the winners of the bid announced they were defaulting on the contract and were forfeiting their performance bonds.

This action caused the Ministry of Public Works to call for new bids on the first section and to postpone the opening of bids on the second phases of work on the two highways until July 29.

EXPORTS of greasy wool from sheep such as these are a leading source of Uruguayan foreign exchange. Greasy wool sales to the U.S. were up by approximately 25% in 1964. (Uruguayan Embassy Photo)



BUILDING INDUSTRIALIZATION

The first International Exhibition of Industrialization in Building will be held Oct. 9-18 in Bologna, Italy.

The exhibit, reported to be the first of its kind in Italy, will provide a review of the technical and industrial progress achieved by the Italian building industry and by those of other countries.

In addition, the show intends to develop the market for prefabricated construction. Emphasis will be on prefabricated construction systems, building materials and machinery and building yard equipment.

U.S.-Thailand double taxation treaty introduces several new tax concepts

Treaty is first in series designed to boost trade and investment in non-industrial nations; several U.S. tax exemptions granted

A treaty for the avoidance of double taxation concluded with Thailand earlier this year has been submitted to the Senate for approval. It is the first treaty to include special provisions aimed at facilitating trade and investment in less developed countries, and is the first of a series of such conventions with non-industrial countries.

The convention contains some provisions similar to existing U.S. income tax conventions, and others for which there is no parallel in existing conventions. To make the treaty advantageous to Thailand as well as the U.S., two special provisions have been included, one designed to encourage U.S. firms to make new capital investments in Thailand, the other designed to encourage the flow of private technical assistance to the country.

The first objective is to be achieved by granting U.S. companies or individuals who own 25% of the voting power in qualifying Thai enterprises to claim 7% of their new investment in such enterprises as a credit against their U.S. income tax. A credit would also be allowed for a portion of reinvested earnings.

The credit is in many respects similar to the 7% credit granted U.S. firms who make domestic investments. In order to minimize unfavorable balance-of-payments effects, however, a U.S. investor could not receive a credit greater than the amount of U.S. goods included in his Thai investment.

Private assistance encouraged

The credit would only be granted once for each new investment.

The flow of private technical assistance to Thailand will be encouraged by permitting deferral of U.S. taxes payable as a result of providing such assistance.

Thus, if a U.S. firm provided patents, inventions, trade secrets, know-how, or technical and managerial services to a Thai corporation in exchange for stock in that corporation, taxes on income derived from that stock would not be payable until the stock was disposed of. This alters U.S. tax law, which permits the tax on such transfers to be deferred only if the U.S. company has an 80% interest in the foreign corporation.

In addition to these special provisions, the Thai treaty goes further than most previous treaties in exempting students and trainees from one country from taxation by the other and in allowing U.S. income-tax deductions to be made for contributions to charitable organizations in the other country.

Provisions enumerated

Provisions against discriminatory taxation will for the first time apply not only to taxing firms of the other contracting country, but also to domestic firms which are wholly or partially owned by an individual or corporation of the other country.

Other provisions of the treaty include: **1)** the reduction of tax rates to 20% for dividends paid to a firm or individual of the other contracting country; **2)** the reduction of tax rates to 15% for royalties paid to nationals of the other country; **3)** the exemption of airlines of one country from taxation by the other and a reduction of the rates at which shippers of the other country are taxed; and **4)** extension to six months of the period for which a U.S. firm can send employees to Thailand without their becoming subject to Thai income taxes.

Substantially similar treaties concluded with Israel and the Philippines have also been submitted for Senate approval. The latter treaty, however, does not contain the 7% investment credit.

London firm and its manager lose U.S. export privileges

Con-Mech Engineers, Ltd., of London, England, and D. E. Gibbs, the firm's export manager and one of its directors, have been denied all U.S. export privileges indefinitely.

The U.S. Department of Commerce's action resulted from the firm's failure to furnish information requested by the Department's Bureau of International Commerce (BIC) regarding disposition of engines and motor parts which it imported from the United States.

Questionnaires served on the parties under U.S. export regulations to determine whether the goods had been illegally reexported from England to unauthorized destinations were returned unanswered.

The suspension will remain in force until the parties reply and furnish specific documents relating to the disposition of the goods.

All outstanding validated export licenses in which the respondents have an interest are cancelled. The sanctions also apply to agents and employees of the respondents. All parties are forbidden to engage with them in export operations involving U.S.-origin commodities or technical data.

Honduras waives duties on drought relief imports

Due to severe drought in southern Honduras, particularly in the Departments of Choluteca and Valle, the Honduran Ministry of Economy has been authorized to waive import duties on corn, beans, rice and sorghum.

The Government has also prohibited the exportation of these products. International organizations have begun a food relief program.

Roster of members available from NEXCO

The National Association of Export Management Companies, Inc. (NEXCO) (INTERNATIONAL COMMERCE, July 26, p. 14) has published its roster of 58 charter members listing the special field of each member.

In addition to sales, the functions of the export management company may include financing, shipping arrangements and documentation and assistance in negotiations with prospective manufacturing licensees in suitable areas. According to W. F. Brazeau, president of the association, the specialization of NEXCO members is of particular assistance to small and medium-sized firms who are endeavoring to make sales overseas.

Copies of the roster are available through NEXCO headquarters, 99 Church Street, New York, N.Y. 10007.

Ivory Coast to raise palm oil production

The Government of the Ivory Coast, in an attempt further to diversify the agricultural base of the economy, has announced plans for a massive investment in the production of palm oil and palm kernel oil.

The over-all objective is to decrease the economy's dependence on earnings derived from cocoa and coffee. Marketing conditions for palm products are considered to be favorable, because of the decline of output in certain other producing areas and an increase in the world demand for oleaginous products.

Financing for the project is to be provided by: European Economic Community (EEC) with a grant of $32.8 million and a loan of $3.6 million; and the Government of the Ivory Coast with a direct investment of $2.5 million.

Program's scope

An indication of the scope of the program is given by a planned increase in the production of palm oil of 100,000 metric tons per year over the present level of 20,000 tons per year (1963 est.). This expansion will require 79,000 additional acres to be brought under cultivation over the next five years. Present plantings of commercially exploited palm trees are estimated to cover 30,000 acres.

Processing of the crude material is to be accomplished by the construction of seven new refineries and the expansion of existing plants. The total cost of the new refining facilities is expected to be $19 million, of which the Government is expected to provide $8.1 million. Management of the new plants is to be provided by a mixed (public and private) enterprise.

Jordan increases excise tax rates on cigarettes, petroleum

Jordan has amended the excise tax rates on cigarettes and petroleum products.

The increases on cigarettes (per pack of 20) are:

Cigarettes with a retail price of 22.4 cents and above, from 2.8 to 5.6 cents;

Cigarettes with a retail price of less than 22.4 cents, from 1.12 cents to 2.52 cents.

These changes, published in the Official Gazette of last June 15, are reflected in a new retail price schedule ranging from 11.2 cents to 37.8 cents per pack for cigarettes manufactured in Jordan.

Changes in the excise tax on petroleum products include gasoline, from 6.16 cents to 7 cents per liter; butane gas, from 48.58 cents to 59.5 cents per cylinder of 12.5 kilograms; and diesel oil, a new tax of .42 cents per liter.

Retail prices of these products were not changed, and the tax will reduce the margin previously taken by the refinery and its distributor subsidiary.

Turkey's import policy

Turkey has issued its import policy for the second half of 1965.

The policy includes enumeration of items eligible for import licensing during the period and the conditions under which they are licensable.

Questions about specific commodities may be addresed to: OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

United Kingdom issues export licensing rules

The United Kingdom's Board of Trade has announced certain changes in export licensing regulations.

Under the new Export of Goods (Control) Order, 1965 (effective last Aug. 2), export controls are liberalized on such items as electric generators, pipe valves, cocks and pressure regulators, communication equipment, measuring and calibrating devices, cables, and apparatus for the assembly of electronic valves, transistors and crystal diodes and presses.

The new regulations impose or extend controls on exports of certain types of electrical, electronic and scientific apparatus and equipment, photographic equipment, and marine boilers.

For a copy of the order, on loan, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Agricultural fair scheduled next spring in Yugoslavia

The 33rd International Agricultural Fair will be held in Novi Sad, Yugoslavia, May 14-23, 1966. U.S. agricultural and food machinery manufacturers are invited to participate.

For more than 30 years manufacturers from Yugoslavia and other countries have exhibited their products at this fair, which has become a show of technical developments in the following fields:

Equipment for agricultural mechanization; equipment and installation for food industry; chemical means and means for plant protection; manufacture of cattle fodder; equipment and means for veterinary purposes; vine, fruit and vegetable growing; products of food industry products; alcoholic and non-alcoholic drinks; cattle and poultry breeding; production and selection of seeds; and packages for food industry and agriculture.

Spain reduces duties on several commodities

Spain has reduced import duties on several items of interest to U.S. exporters.

Tariff numbers affected and the resulting duty changes are:

Tariff No. 04.05-B, fresh eggs, duty suspension extended for three months from July 6; tariff No. 02.02, frozen chickens, duty reduced to 1% for three months from July 16; tariff No. 12.01-B-3, soya beans, duty suspended until Oct. 5;

Tariff No. 37.01-B, unexposed, sensitized plates of metal (new sub-item), a transitory duty of 21% established; tariff No. 84.25-D-2, dodder presses and hop top pickers, a transitory duty of 1% established.

Israeli airline buys $7.4 million U.S. jet

El Al Israel Airlines has bought a Boeing 707/320B long-range jet for use on its Tel Aviv-New York and Tel Aviv-Nairobi lines.

This is the first of four such aircraft El Al plans to buy during the next five years. El Al pioneered jet service to the Eastern Mediterranean. Its growth has been due to continued immigration and a rapid increase of tourist travel to Israel.

An Eximbank loan will finance $5 million of the $7.4 million purchase price.

Australia to build HF transmission station; needs outlined for bids

The Controller, Stores & Contracts, Postmaster-General's Dept., has issued schedule No. C9913, calling for bids on the supply and installation of a 500KW HF transmitting station, receiving facilities, and radio link equipment between the control center and the transmitter site.

The material and services being sought are divided into the following main categories:

The design supply, erection and adjustment of 500KW radiating systems comprising all necessary transmission lines, aerial switching equipment, matching sections, aerials and supporting structures, together with the supply and installation of a 500KW dissipative transmission line.

The design supply, installation and setting to work of receiving facilities, comprising all necessary aerials and supporting structures, transmission lines, receivers, control, switching and monitoring equipment.

The design supply, erection, installation and setting to work of radio link equipment comprising all necessary equipment, aerials and supporting structures.

Closing date for bids is Oct. 21 at the Office of the Controller, 3rd Floor, 380 Russell St., Melbourne, Australia.

Loan copies of the tender specifications are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Iceland to build POL depot; international bids invited

International competitive bidding (ICB) will be invited on or about Oct. 15 for the supply, export packing and delivery, F/d to nearest ocean port of embarcation of various materials and equipment for a POL (Petrol-Oil-Lubricants) Depot to be built in the Hvalfjordur area of Iceland.

U.S. firms not already certified eligible to participate in ICB and desiring certification should write to the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

Firms already certified eligible should formally declare their interest and should indicate their inclusion in a "Declaration of Eligibility" to bid on NATO infrastructure ICB to the Iceland Prime Contractor, Keflavik Airport, Keflavik, Iceland, with information copies to the Director, Atlantic Division, Bureau of Yards & Docks, U.S. Naval Station, Norfolk, Va. 23511, and to the Resident Officer in Charge of Construction, Bureau of Yards & Docks, FPO, New York 09571.

All correspondence must bear the references "NATO Common Infrastructure Slice XV NATO Document AC/4(PP)D/5601. Phases I and III, P.O.L. Facility, Specification No. 67068."

Upon actual solicitation of bids by the Iceland Prime Contractor, explicit information regarding specifications for materials will be provided to eligible bidders.

A copy of the equipment and materials required for the construction of the depot is available on loan to U.S. firms upon written request on official company letterhead from BDSA's Trade Opportunities Staff.

Firms intending to submit applications must forward to the Iceland Prime Contractor the following information within one week of the closing date for receipt of applications: Statement of financial resources and evidence of financial stability; details of recent contracts completed for supply of materials of a comparable nature, including an indication of the value thereof. Similar, although not identical, requirements must be met to become certified for NATO International Competitive Bidding.

Supply of spun iron pipe and accessories sought by Iraq

Iraq's Ministry of Municipal & Rural Affairs is inviting bids for the supply and delivery of spun iron pipes, specials, sluice-valves and accessories generally used in water distribution mains. All straight pipes are to be centrifugally cast (spun) iron with bodies according to British Standard Specification 1211:1958—Class "B." All specials of pipes are to be vertically cast according to BSS 78: 1938—Class "B."

The tender No. is 26; bid deadline is Sept. 14.

Items to be supplied include over 210,000 yards of from 3 to 20" diameter cast iron spun pipe with flexible joints, bolts and nuts, jointing paste, etc., according to specification; 1,050 various sizes of tees; 901 crosses complete with detail joints as per specified various sizes; about 1,800 bends of various diameter sizes and degrees; 41-45° angle branches of various sizes; 537 central tapers, various sizes, with big end socket and small end spigot; 324 caps with bolted gland and flexible joints, bolts and nuts of various diameter sizes; 432 sluice valves, double flanged to B.S. Table 'B' complete with bolts, nuts and two rubber joints in various diameter sizes; 500 sluice boxes for sluice valves; 432 flanged socket and 432 flanged spigot tail pieces for sluice valves.

A copy of the tender documents is available for review only in Rm. 4014, Building Materials & Construction Industries Division, Department of Commerce, Washington, D.C.

Terms and specifications are available for $28 per copy plus $2 for air mail charges from the Directorate General of Municipal Affairs, Ministry of Municipal & Rural Affairs, Baghdad.

Variety of electron tubes called for in Iraqi tender

The Ministry of Finance, Central Foreign Purchasing Board, Baghdad, has issued tender No. 22/65 for 155 types of electron tubes for delivery to the Director General of Broadcasting and Television in Salhia (Baghdad).

Bid deadline is Sept. 25.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4119, Department of Commerce. Washington, D.C. 20230. Telephone: 202-WO 7-2328.

General hospital and staff quarters planned by Libya open to construction bids

The Barce Reconstruction Organization in Benghazi, an agency of the Government of the Kingdom of Libya, is inviting bids for the construction of a 250-bed general hospital and quarters to be built in Barce, Libya.

Tender documents will be available about Sept. 15. Bid deadline is 11 a.m., Nov. 17.

Construction work includes a 250-bed hospital, a 5-story reinforced concrete building, including built-in and installed equipment; nurses' dormitory, staff quarters consisting of 10 buildings, and all site work which includes drainage, paving, sewers, water mains, electric distribution, steam plant, auxiliary power plant and gate house.

The contract for construction will be in accordance with the "Conditions of Contract (International) for Works of Civil Engineering Construction," and bids will be opened publicly at the BRO offices in Benghazi, Libya, at a time to be announced.

A 2% deposit in the form of a guarantee from a bank acceptable to the Bank of Libya, or a certified check will be required of all bidders, and a bank guarantee or other suitable deposit in the amount of 5% of the contract price will be required of the successful bidder.

Interested construction firms can obtain tender documents about Sept. 15 upon payment of U.S. $280 (100 Libyan pounds) from the office of the Barce Reconstruction Organization, 55 Omar Mukhtar St., Benghazi, or at the office of the consulting engineer and architect, McGaughy, Marshall, McMillan & Lucas (Italy) S.r.l., 18 Via Clitunno, Rome.

Electronic spare parts sought in Iraqi tender

The Directorate of Contracts & Purchases, Ministry of Defense, Baghdad, has issued tender No. SIG/4-95 for the supply of various quantities of maintenance parts for the electron tube test set TV-7/U. Among the items wanted are capacitors, resistors, sockets and switches.

Bid deadline is Sept. 14.

In submitting bids to the Directorate of Contracts and Purchases, a copy of the "General Conditions of Tender" must be attached to the offer. The "General Conditions" and other tender documents may be obtained from the office of the military attache, Embassy of the Republic of Iraq, Attn: Col. Kashmoula; 3510 Garfield St., NW., Washington, D.C. Telephone: 202 333-4028.

India extends bid deadline

The Tata Power Co. Ltd. has extended the bid deadline for tender No. 2013 which calls for the supply of power line carrier equipment, including telephone exchanges and accessories, from Aug. 18 to Sept. 23. (INTERNATIONAL COMMERCE, Aug. 3, p. 5).

SHAPE needs generating set for radio communications site

The Supreme Headquarters Allied Powers Europe has issued a bid invitation, No. 65-22/23-28 for the supply of a generating set as a replacement for existing standby power units at a manned radio communication site. The set should consist primarily of a water cooled diesel engine with an air cooled radiator, a 50kw three phase 50c/s statically exicted alternator, an instrument and control panel, a small (day) fuel tank and a robust base frame. A housing or canopy is not required. The set should be capable of being operated in ambient temperatures between minus 10°C and plus 40°C.

U.S. firms interested in participating in this tender must submit their bids by Oct. 20.

A copy of the invitation, general bid conditions and specifications is available on loan to U.S. firms on request from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

New Zealand issues tender for broadcast studio needs

The New Zealand Broadcasting Corp. (NZBC), P.O. Box 98, Wellington, has issued tender No. M4018, specification No. F6807, covering the supply of sound studio equipment for the Sound Centre at Dunedin.

Equipment is required for four control rooms, two recording control rooms, six studios, two recording suites, one master control room, and one subcontrol room plus ancillary equipment.

The NZBC will provide certain specified items of equipment, such as certain microphones, loudspeakers, master and slave clocks and tape recorders.

Bid deadline is Nov. 26. Address bids to the attention of Mr. W. L. Harrison at the given address.

Loan copies of the specifications are available to firms located in the U.S. from the Electronics Division BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Bids for publishing rights are requested by SHAPE

An invitation to bid, No. 88-65, for the publishing rights to certain pamphlets issued by NATO's Advisory Group for Aerospace Research & Development (AGARD) has been issued by the Supreme Headquarters Allied Powers Europe.

Bid deadline is Sept. 24.

AGARD releases for publication scientific and technical treaties which are prepared by recognized experts in the aerospace field drawn from all NATO countries. Developments are rapidly taking place in this field so that speed of publication is essential. High quality of editing and production are also required to avoid any adverse reflections on AGARD or NATO.

U.S. firms are invited to participate in this tender and may obtain a loan copy of the Invitation to Bid which gives terms, conditions, specifications and instructions from the Trade Opportunities Staff, Department of Commerce, BDSA-6192, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

201 Meat products

BELGIUM—Frozen meat; frozen chicken. Direct purchase and agency. For sale to Belgian importers and export to Near East countries. Odemo (importer, exporter), 124 Rue Stephanie, Brussels 2. WTD 8/12/65.

FRANCE—Frozen offals, particularly ox tongues; 10 tons per month. Requests replies in French. Berthier-Saveco (wholesaler, retailer), 18 Rue Gambetta, Mesnil-le-Roi par Maisons-Laffitte (S&O). WTD 7/30/65.

203 Canning, preserving foods

AUSTRALIA—Mushrooms, powdered and/or kibbled. V. G. Bourne & Co. (importer, exporter, manufacturers' representative), 185 Elizabeth St., Sydney, N.S.W. WTD 2/26/65.

BELGIUM—Canned crab meat; frozen fish. Hottlet & Co. n.v. (importer, exporter, wholesaler), 426 Mechelsesteenweg, Edegem, Antwerp. WTD 6/9/64.

ETHIOPIA—Canned fruits, juices, vegetables. Direct purchase and agency. S. S. Patel & Co. (Ethiopia) Ltd. (importers, exporters), P.O. Box 573, Addis Ababa. WTD 6/30/65.

FRANCE—Fresh and salt cod; salmon; soles; turbots; lobsters; crabs. Direct purchase and agency. Poirson & Cie—Nord Ocean (wholesaler, commission merchant, agent), 10 Rue des Precheurs, Paris 1er. WTD 6/10/65.

PHILIPPINES—Tomato paste for sardines. Mr. Bartolome A. San Diego, Jr., Vice President, San Diego Fishery Enterprises, Inc. (producer, wholesaler, retailer), 462 Echague, Box 1621, Manila. WTD 4/8/65.

207 Confectionery

ETHIOPIA—Confectionery products, all

kinds. S. S. Patel & Co. (Ethiopia) Ltd. (importers, exporters), P.O. Box 573, Addis Ababa. WTD 6/30/65.

209 Food preparations

AUSTRALIA—Soyabean meal flour. Lecithin, primarily the type used for confectionery purposes, but also interested in type used in paints. V. G. Bourne & Co. (importer, exporter, manufacturers' representative), 185 Elizabeth St., Sydney, N.S.W. WTD 2/26/65.

220 Textile mill products

ETHIOPIA—Fabrics for women's clothing; cotton, wool, silk, synthetic. Requests samples, quotations c&f Ethiopian ports. Direct purchase and agency. S. S. Patel & Co. (Ethiopia) Ltd. (importer, exporters), P.O. Box 573, Addis Ababa. WTD 6/30/65.

221 Broad woven fabric mills, cotton

AUSTRALIA—Cotton piece goods for women's, children's, men's clothing; embroidered dress materials. Direct purchase and agency. John Grinston & Co. Pty. Ltd. (importer, manufacturers' representative), 143 York St., Sydney, N.S.W. WTD 8/12/65.

222 Broad woven fabric mills, manmade fiber

AUSTRALIA—Synthetic piece goods for women's, children's, men's clothing; embroidered dress materials. Direct purchase and agency. John Grinston & Co. Pty. Ltd. (importer, manufacturers' representative), 143 York St., Sydney, N.S.W. WTD 8/12/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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225 Knitting mills

BELGIUM—Outerwear and underwear for infants and children. Agency and/or direct purchase for Belgium. Mrs. Albert Leonard (retailer), 71 Rue de la Station, Seilles. WTD 8/10/65.

FRANCE—Men's underwear made from knit fabrics; men's knit outerwear, such as tennis, T, basque, polo, sweat and sports shirts. Requests replies in French or Spanish. Direct purchase and agency. La Dusse (importer, dealer), 12 Avenue de Verdun, Biarritz (Basses Pyrenees). WTD 7/15/65.

Men's knit outerwear: tennis, basque, T, polo, sweat and sports shirts. Requests replies in French. Playboys' Bazaar—Pierre Couturier (importer, retailer), 5 Rue de Ponche, Saint-Tropez (Var). WTD 7/27/65.

230 Apparel

BELGIUM—Children's and infants' wearing apparel. Agency and/or direct purchase for Belgium. Mrs. Albert Leonard (retailer), 71 Rue de la Station, Seilles. WTD 8/10/65.

231 Men's, youths', boys' suits, coats, overcoats

FRANCE—Ready-made suits, coats, overcoats for men. Direct purchase and agency. Requests replies in French or Spanish. La Dusse (importer, dealer), 12 Avenue de Verdun, Biarritz (Basses-Pyrenees). WTD 7/15/65.

Ready-made suits, coats, overcoats for men. Requests replies in French. Playboys' Bazaar—Pierre Couturier (importer, retailer), 5 Rue de Ponche, Saint-Tropez (Var). WTD 7/27/65.

232 Men's, youths', boys' furnishings

FRANCE—Men's shirts; polo and sports shirts; men's underwear; men's separate trousers. Direct purchase and agency. Requests replies in French or Spanish. La Dusse (importer, dealer), 12 Avenue de Verdun, Biarritz (Basses Pyrenees). WTD 7/15/65.

Men's shirts; polo and sports shirts; men's separate trousers. Requests replies in French. Playboys' Bazaar—Pierre Couturier (importer, retailer), 5 Rue de Ponche, Saint-Tropez (Var). WTD 7/27/65.

239 Fabricated textile products

AUSTRALIA—Embroideries, Schiffli type. Direct purchase and agency. John Grinston & Co. Pty. Ltd. (importer, manufacturers' representative), 143 York St., Sydney, N.S.W. WTD 8/12/65.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Prefabricated houses, wood. Requests replies in French. Direct purchase and agency. Gaston Carriere "Etudes & Constructions" (real estate agent), 82 Rue St-Lazare, Paris 9e. WTD 7/15/65.

254 Partitions, shelving, lockers, office and store fixtures

BELGIUM—Shop fittings for manufacture of metal display equipment and furniture for stores, etc. Direct purchase for Belgium and Luxembourg. Etablissements Corbisier (manufacturer), 34-34a Rue Edmond de Grimberghe, Molenbeek-Brussels. WTD in preparation.

Display stands, tables, showcases, counters, window backs, other equipment for retail stores. Direct purchase or agency for Belgium and Luxembourg. Installations Generales de Magasins (importer), 19 Rue Beckers, Brussels. WTD in preparation.

263 Paperboard mills, products

● **IRAQ**—500 tons white duplex board in reels, 44-55 cms wide; basis weight 350 gr. per square meter; thickness 0.61 mm; with reel cores 15 cms., outside dia. 80-100 cms. Tender No. 3/65, bid deadline Sept. 15. Iraqui Tobacco Co., Rafidain Bank Bldg., Sinak Branch, Baghdad.★ (Telephone: 202-WO 7-3003).

264 Converted paper, paperboard products

HONG KONG—School supplies, separately and packaged. The Wing On Co., Ltd. (department store), P.O. Box 1509, Hong Kong. Cable: WINCON. WTD 9/25/64.

● **THAILAND**—80 lt. M.G. poster paper for photogravure printing, one side glazed, with 60 gms per sq. meter basis weight, in rolls of 630 mm width, 900 mm dia. with hard paper core having 80 mm inside dia. and 105 mm outside dia. Tender No. 28/2508, bid deadline Sept. 7. Thailand Tobacco Monopoly, Procurement & Stores Section, 184 Rama VI Rd., Bangkok.★ (Telephone: 202-WO 7-3003).

266 Building paper, building board mills

BELGIUM—Decorative acoustical panels, particularly of imitation travertine. Direct purchase or agency. Coplac S.A. (importer, exporter, wholesaler), 13 Rue Raphael, Brussels. WTD in preparation.

Acoustical and other tiles and panels for store ceilings. Direct purchase or agency for Belgium and Luxembourg. Installations Generales de Magasins (importer), 19 Rue Beckers, Brussels. WTD in preparation.

273 Books

IRAQ—Books: biographies, novels, novelty-type books; hard backs and paper backs. Iraq Stores Co., (Orosdi-Back), P.O. Box 26, Baghdad. WTD 5/13/65.

277 Greeting card manufacturing

IRAQ—Christmas cards. Iraq Stores Co., (Orosdi-Back), P.O. Box 26, Baghdad. WTD 5/13/65.

281 Industrial chemicals

BELGIUM—Coagulants, coatings, retention agents for treatment of paper. Direct purchase or agency for Belgium, Luxembourg, northern France. L.A.M. (importer, manufacturer), 242 Boulevard de Smet de Naeyer, Brussels 9. WTD 8/11/65.

BRAZIL—Industrial chemicals in general (not compounds). Industrias Reunidas Sao Goncalo Ltda. (wholesaler, representative), Avenida Rio Branco 156, 32° andar, grupo 3226, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 8/13/65.

FINLAND—Pitch, for use in manufacture of batteries. Requests details, prices, terms, brochures if available. Oy Accumulator Ab (manufacturer, importer, agent), Helsingin pitaja, Helsinki. WTD 7/22/65.

FRANCE—Basic industrial inorganic and organic chemicals, pigments; organic plasticizers, solvents. Direct purchase and agency. S.A. Tollu & Lavollee (importer, wholesaler, agent), 3 Rue Leon Cogniet, Paris 17e. WTD 7/27/65.

VIET-NAM—Pigments and auxiliaries for use in textile and paint industries. Pigments for cement. Colors and agents for textile industry. Direct purchase and agency. Viet-Nam Pila Cong Ty (manufacturers' representative), 125 Blvd. Ham Nghi, Saigon. WTD 8/13/65.

282 Synthetic materials

FINLAND—Plastic sealing compounds for use in manufacture of batteries. Requests details, prices, terms, brochures if available. Oy Accumulator Ab (manufacturer, importer, agent), Helsingin pitaja, Helsinki. WTD 7/22/65.

FRANCE—Synthetic resins for industrial purposes. Direct purchase and agency. S.A. Tollu & Lavollee (importer, wholesaler, agent), 3 Rue Leon Cogniet, Paris 17e. WTD 7/27/65.

GERMANY—Raw plastic materials for plastics processing industry; cif North Sea port. Atlantik Waren-Handelsgesellschaft mbH (importer, exporter, wholesaler, sales agent), 6 Frankfurt am Main, Neue Mainzerstrasse 24, West Germany. WTD 8/5/65.

283 Drugs

BELGIUM—Pharmaceutical specialties for medical and veterinary purposes. Laboratoria Wolfs, p.v.b.a. (importer, exporter, wholesaler, manufacturer), 70 Haantjeslei, Antwerp. WTD 2/5/65.

BRAZIL—Ophthalmological, dermatological and antiallergenic products. Direct purchase, exclusive representation. Companhia Industrial Delfos S.A. (Laboratorio Cissa) (manufacturer, representative), Rua Carlos Vasconcelos 7, Rio de Janeiro ZC-09, Estado da Guanabara. WTD 8/9/65.

● **IRAQ**—Assorted medicinal chemicals, 256 items, including: Acetylsalicylic acid, 1,500 tins x 1 kilo; ammonium bicarbonate, 1,000 bottles x 1 kilo; codeine phosphate, 1,000 bottles x 10 gm; anesthetic ether, 2,000 bottles x 500 gm; ferrous sulfate exsiccated, 300 bottles x 500 gm; dextrose (D-glucose), 2,000 tins x 500 gm; magnesium carbonate, heavy, 1,000 cartons x 1 kilo; mercurochrome, 2,000 bottles x 25 gm; papaverine hydrochloride, 500 bottles x 10 gm; and potassium permanganate, 1,000 bottles x 50 gm. Tender No. Pharm/19/1965, bid deadline Oct. 15. General Drugs & Chemicals Imports & Distribution Co. (KIMADIA), British Bank of the Middle East Bldg., Bank St., Baghdad.★ (Telephone: 202-WO 7-3394).

YEMEN ARAB REPUBLIC—Pharmaceutical preparations. Direct purchase and agency. Requests air mail replies with literature and prices. Mr. Aymen H. Sakkaf, Yemen Co. for the Import & Export of Medicines (importer, wholesaler, retailer, sales agent), Baab al Sabah, Sanna. WTD 8/9/65.

284 Soap, detergent, cleaning preparations, perfumes, cosmetics

BRAZIL—Eye cosmetics. Direct purchase, exclusive representation. Companhia Industrial Delfos S.A. (Laboratorio Cissa) (manufacturer, representative), Rua Carlos Vasconcelos 7, Rio de Janeiro ZC-09, Estado da Guanabara. WTD 8/9/65.

285 Paints, varnishes, lacquers, enamels

SWEDEN—Raw materials for use in manufacturing paints and lacquers. Direct purchase and agency. AB Baxinol (manufacturer, agent), Gust. Dalensgatan 8, Goteborg H. WTD 8/3/65.

287 Agricultural chemicals

● **SUDAN**—Seed disinfectant, 8.3% mercuric chloride combined with 5.0% mercuric iodide, 46 m.t. Tender No. SGB/SUP/10-A, bid deadline Sept. 4. Assistant General Manager (Supplies), The Sudan Gezira Board, Barakat.★ (Telephone: 202-WO 7-3910).

291 Petroleum refining

ALGERIA—Paraffin wax, microcrystalline wax; for candle production; 500-600 tons annually. Requests replies in French. Mr. Mohand Akli Hedroug, Manufacture de Bougies, 89 Rue de Tripoli, Hussein-Dey, Algiers. WTD in preparation.

● **GREECE**—30 M/T lubricating oil NS 2190 TEP, specification MIL-L-17331D and AMEND.; 300 M/T lubricating oil NS 9250, specification MIL-L-9000E. Tender No. B/590/65, bid deadline Sept. 13. Ministry of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens.★ (Telephone: 202-WO 7-2421).

● **SUDAN**—1,500 M/T locomotive, carriage and wagon axle lubricating oil in one or two equal deliveries over four months' period. Contract No. 3329, bid deadline Sept. 16. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, S.W.1.★ (Telephone: 202-WO 7-2421).

306 Fabricated rubber products

FINLAND—Medical sundries, hospital supplies, related items. Requests full details, price lists. Oy Medisana Ab (importer, wholesaler), Klaarantie 9, Helsinki 20. WTD 8/10/65.

307 Plastic products

BELGIUM—Plastic floor coverings, sheet or tile, for stores. Direct purchase or agency for Belgium and Luxembourg. Installations Generales de Magasins (importer), 19 Rue Beckers, Brussels. WTD in preparation.

GREECE—White vinyl plastic traffic markings. Direct purchase and agency. Industrial Trade Co. Ltd. (sales agent), 3 Averof St., Athens. WTD 8/6/65.

● **ICELAND**—Bids requested on cost and installation of submarine water line 26,600 meters high density polyethylene pipe to carry fresh water from mainland to city of Vestmannaeyar (10 km. off South Coast Iceland), replacement parts and connections, material for weighting pipe line, installation of pipe line with or without local labor, material and equipment. Tender No. 110, bid deadline Oct. 1, at 2 p.m. Innkaupastofnun Rikisins (Iceland State Purchasing Agency), Borgartuni 7, Reykjavik.★ (Telephone: 202-WO 7-3529).

311 Leather tanning, finishing

FRANCE—Cuttings of leather. Direct purchase and agency. Requests replies in French. Marcel Cerf (importer, commission merchant), 89 Quai de Valmy, Paris 10e. WTD 7/30/65.

GERMANY—Suede and cabretta leather for women's and men's clothing; between 30¢ and 35¢ per ft. Monthly requirement about 30,000 ft. Paul Wenzel KG (manufacturer, exporter, importer), 5461 Vettelschloss/bei Linz/Rhein. WTD 8/9/65.

Leather for the shoe industry; cif North Sea port. Atlantik Waren-Handelsgesellschaft mbH (importer, exporter, wholesaler, sales agent), Frankfurt am Main, Neue Mainzerstrasse 24. WTD 8/5/65.

HONG KONG—Leather, shoulder splits, for use in making gloves, 1.4 mm thick, 3 to 4 sq. ft. each. Prices c&f Hong Kong. Sample of leather and photograph of gloves available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Yau Hing Textiles, Ltd. (importer, exporter, wholesaler), P.O. Box 8684, Mongkok, Hong Kong. Cable: YAUHINGTEX. WTD 4/9/65.

316 Luggage

FRANCE—Leather cases, luggage, to be sold as gift articles. Direct purchase and agency. Requests replies in French. Societe d'Exploitation de l'Electricite et de l'Ultra-Son "EXEL" (importer, exporter, wholesaler), 27 Cite d'Antin, Paris 9e. WTD 7/9/65.

317 Handbags, personal leather goods

FRANCE—Jewelry cases; key cases; cigarette cases; vanity cases; compacts. Direct purchase and agency. Requests replies in French. Societe d'Exploitation de l'Electricite et de l'Ultra-Son "EXEL" (importer, exporter, wholesaler), 27 Cite d'Antin, Paris 9e. WTD 7/9/65.

319 Leather goods

FRANCE—Leather desk sets, embossed leather goods, to be sold as gift articles. Direct purchase and agency. Requests replies in French. Societe d'Exploitation de l'Electricite et de l'Ultra-Son "EXEL" (importer, exporter, wholesaler), 27 Cite d'Antin, Paris 9e. WTD 7/9/65.

322 Glass, glassware

BELGIUM—All types of scientific and laboratory glassware. Artilabo (importer, exporter, sales agent), 29 Lakenstraat, Ghent. WTD 6/23/65.

FINLAND—Medical and hospital glassware supplies and sundries. Requests full details, price lists. Oy Medisana Ab (importer, wholesaler), Klaarantie 9, Helsinki 20. WTD 8/10/65.

FRANCE—Glass ashtrays, to be sold as gift articles. Direct purchase and agency. Requests replies in French. Societe d'Exploitation de l'Electricite et de l'Ultra-Son "EXEL" (importer, exporter, wholesaler), 27 Cite d'Antin, Paris 9e. WTD 7/9/65.

329 Abrasive, asbestos, nonmetallic mineral products

BELGIUM—Manganese ores, 40% manganese contents. Iron ores. Direct purchase and/or agency. J. H. Cobbaut (importer, exporter), 213 Blvd. Tirou, Charleroi. WTD 8/11/65.

FRANCE—Abrasives: corundum, steel and iron shot, silicon carbide. Direct purchase and agency. Requests replies in French. Societe Semanaz & Cie (manufacturer, dealer), Rue des Marais—Carrefour Pompadour, Creteil (Seine). WTD 5/28/65.

331 Steel mill products

BELGIUM—Ferroalloys, blast furnace: electrometallurgical (ferro-manganese, ferro-silicon, ferro-chrome). Direct purchase and/or agency. J. H. Cobbaut (importer, exporter), 213 Blvd. Tirou, Charleroi. WTD 8/11/65.

Steel, free cutting, wire, rods, etc. Agency and/or direct purchase for Belgium, Luxembourg, Congo. Etablissements Jos. Buhlmann S.P.R.L. (importer, wholesaler), 249 Rue des Coteaux, Brussels. WTD 8/10/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

FRANCE—Steel tubing, boiler tubes, steel pipe. Requests replies in French. Etablissements P. Marillier (manufacturer, dealer), 28 Rue Jean-Moulin, Amiens (Somme). WTD 5/3/65.

MALAYSIA—Steel sheets for galvanizing, USG 18-34: plain, size 1 meter by 2 meters; corrugated, size 0.9 meter by 2 meters. Federal Iron Works Ltd. (manufacturer), 14 Jalan Tandang, Petaling Jaya, Selangor. WTD 8/6/65.

PHILIPPINES—Tinplate for sardine canning. Mr. Bartolome A. San Diego, Jr., Vice President, San Diego Fishery Enterprises, Inc. (producer, wholesaler, retailer), 462 Echague, Box 1621, Manila. WTD 4/8/65.

Steel plates for making steel boats of up to 150 tons. Mr. Bartolome A. San Diego, Jr., Vice President, San Diego Fishery Enterprises, Inc. (producer, wholesaler, retailer), 462 Echague, Box 1621, Manila. WTD 4/8/65.

● **SUDAN**—791 tons bailing hoops 1″ wide x 20 BG and 36 tons buckles 2″ x 1⅞″ overall x ⅛″ thick slotted 1⅛″ x ⅝″. Self fastening hoops, 16 mm x 1.0 mm x 2560 mm: 600 tons required. Tender No. A-166, bid deadline Sept. 11. Commercial Manager, Dept. of Agriculture, P.O. Box 285, Khartoum.★ (Telephone: 202-WO 7-2363).

333 Primary smelting, refining of nonferrous metals

BRAZIL—Nonferrous metals in general. Industrias Reunidas Sao Goncalo Ltda. (wholesaler, representative), Avenida Rio Branco 156, 32° andar, grupo 3226, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 8/13/65.

FINLAND—Lead and lead alloys for use in manufacture of batteries. Requests details, prices, terms, brochures if available. Oy Accumulator Ab (manufacturer, importer, agent), Helsingin pitaja, Helsinki. WTD 7/22/65.

335 Rolling, drawing, extruding of nonferrous metals

BELGIUM—Nickel, nickel alloy and other tubing for manufacture of display fixtures and furniture in stores. Direct purchase for Belgium and Luxembourg. Etablissements Corbisier (manufacturer), 34-34a Rue Edmond de Grimberghe, Molenbeek-Brussels. WTD in preparation.

NIGERIA—Micro-thin aluminum sheeting sandwiched between thin sheets of polythene. Sheeting to be used on windows, where application, among other things, reduces air conditioning costs. Sample available from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Security & Safety Services Ltd. (consulting engineers, importers), P.O. Box 473, Yaba, Lagos. WTD in preparation.

342 Cutlery, hand tools, general hardware

BELGIUM—Small tools, all kinds, for industry in general. Direct purchase and agency for Belgium. S.A. Volum Air Belux (manufacturer), 33 Rue de la Metairie, Ganshoren. WTD 6/8/65.

Railroad car hardware. Agency and/or direct purchase for Belgium, Luxembourg, Congo (ex-Belgian). Etablissements Jos. Buhlmann S.P.R.L. (importer, wholesaler), 249 Rue des Coteaux, Brussels. WTD 8/10/65.

Hand tools and accessories for garages, filling stations. Direct purchase for Benelux and Common Market countries. S.A.F.I.A. (importer), 41 Rue des Palais, Brussels. WTD 8/11/65.

IRAQ—Household hand tools suitable for department store display. Iraq Stores Co. (Orosdi-Back), P.O. Box 26, Baghdad. WTD 5/13/65.

343 Heating appartus, plumbing fixtures

FRANCE—Steam and/or hot water boilers; cocks and taps; oil burners; air heaters. Requests replies in French. Etablissements P. Marillier (manufacturer, dealer), 28 Rue Jean-Moulin, Amiens (Somme). WTD 5/3/65.

344 Fabricated structural metal products

FRANCE—Prefabricated houses, metal. Requests replies in French. Direct purchase and agency. Gaston Carriere "Etudes & Constructions" (real estate agent), 82 Rue St-Lazare, Paris 9e. WTD 7/15/65.

Heat exchangers, industrial. Boiler shop products: industrial boilers, smokestacks, steel tanks. Requests replies in French. Etablissements P. Marillier (manufacturer, dealer), 28 Rue Jean-Moulin, Amiens (Somme). WTD 5/3/65.

● **GREECE**—Estimated $1,400,000 steel towers, leg extensions and guards. Tender No. DMPM-306, bid deadline Sept. 28. Contract includes 1,050 lattice type steel towers, 300 m.t. tower-body and leg extensions, 250 anticlimbing guards. Public Power Corp., Purchasing Dept., 30 Chalkokondyli St., Athens 102. Cable address: DEH Athens. Telex: 430. Specifications, terms and conditions.★ (Telephone: 202-967-3601).

345 Screw machine products

● **BURMA**—Varying sizes and quantities bright steel CSK head, gimlet paint wood screws. Tender No. 104/CS/64-65/Government, bid deadline Sept. 15. Division Manager, Construction Stores No. (1) Division, People's Stores Corp., Rangoon.★ (Telephone: 202-WO 7-5589).

349 Fabricated metal products

FRANCE—Gadgets and novelties, to be sold as gift articles. Direct purchase and agency. Requests replies in French. Societe d'Exploitation de l'Electricite et de l'Ultra-Son "EXEL" (importer, exporter, wholesaler), 27 Cite d'Antin, Paris 9e. WTD 7/9/65.

Metal gadgets and novelties. Direct purchase and agency. Working S.A. (wholesaler), 21 Rue Cruay, B.P. 898, Nantes, Loire Atlantique. WTD 6/2/65.

Pipe fittings: flanges. Requests replies in French. Etablissements P. Marillier (manufacturer, dealer), 28 Rue Jean-Moulin, Amiens (Somme). WTD 5/3/65.

351 Engines, turbines

PHILIPPINES—Diesel motors up to 1,000 hp. Mr. Bartolome A. San Diego, Jr., Vice President, San Diego Fishery Enterprises, Inc. (producer, wholesaler, retailer), 462 Echague, Box 1621, Manila. WTD 4/8/65.

352 Farm machinery

FRANCE—Milk coolers, farm, not mechanically refrigerated. Requests replies in French. Direct purchase and agency. Vve Aldebert Bonifaci (importer, dealer), 90-92 Rue Emile Zola, Fresnes-sur-Escaut (Nord). WTD 6/16/65.

353 Construction, mining, materials handling machinery

AUSTRALIA—Trencher, heavy duty, fully mobile, mounted on rubber tires. Direct purchase and agency. Thos. W. Ward (Australia) Pty. Ltd. (importer, distributor), 27 Unwins Bridge Rd., St. Peters, N.S.W. WTD 9/9/64.

● **KENYA**—One diesel locomotive crane, 60-ton capacity. Tender Circular No. 27, bid deadline Sept. 6. The Overseas Purchasing Division, East African Railways & Harbours, P.O. Box 30540, Nairobi.★ (Telephone: 202-WO 7-5566).

SOUTH AFRICA—Diamond drilling equipment. Diamond Drilling Co. of South Africa Ltd. (importer), P.O. Box 4862, Johannesburg. WTD 8/2/65.

354 Metalworking machinery

BELGIUM—Machine tools, metalworking tools: drilling machines, lathes, planing machines, bending machines, shearing machines, borings removers. Agency and/or direct purchase for Belgium, Luxembourg, Congo. Etablissements Jos. Buhlmann S.P.R.L. (importer, wholesaler), 249 Rue des Coteaux, Brussels. WTD 8/10/65.

Industrial and automotive maintenance tools and equipment. Direct purchase for Benelux and Common Market countries. S.A.F.I.A. (importer), 41 Rue des Palais, Brussels. WTD 8/11/65.

● **IRAN**—One complete weighing bridge. Tender No. 44/734, bid deadline Oct. 21. Iranian State Railways, Maydane Rah-e-Ahan, Tehran. Copy of general conditions, specifications and purchase order, with sample of drawings available for review only in Rm. 4118, U.S. Department of Commerce, Washington, D.C.

MEXICO—Machinery for manufacture of rectangular metal cans of 18 liter liquid capacity. Cia. Mantequera de Torreon, S.A. (manufacturer), Aptdo. Postal 202, Av. Hidalgo 1899 Pte., Torreon, Coahuila. WTD 5/3/65.

MOROCCO—Lead balancing weights for balancing automotive tires and wheels. Requests correspondence in French, quotations Casablanca. Direct purchase and agency. Etablissements Joseph d'India S.A. (importer), 130 Rue Karatchi, Casablanca. WTD 8/5/65.

● **SUDAN**—Axle turning lathe, 26″ height of centers, 4'6″ max. dia. of wheels admitted, 7'6″ max. length of axles admitted, 3'6″ gage. Tender No. 3218, bid deadline Sept. 8. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, S.W.1.★ (Telephone: 202-WO 7-5652).

VIET-NAM—Heading machine for manufacture of screw caps, sizes varying from M4 to M14. Direct purchase and agency. Viet-Nam Pila Cong Ty (manufacturers' representative), 125 Blvd. Ham Nghi, Saigon. WTD 8/14/65.

355 Special industry machinery

BELGIUM—Canning machinery, meat, milk, fish, fruit packing machinery. Ateliers Franck & Van Remoortere N.V. (importer, exporter, wholesaler, manufacturers' agent), 88 Windmolenstraat, Hoboken, Antwerp. WTD 7/13/65.

CEYLON—Textile machinery, new or reconditioned, for complete finishing plant; high speed knitting machinery; deferred terms of payment. Rubber processing machines and equipment for manufacture of foam rubber products. Secretary, Lanka Weaving Mills, Ltd. (importer, manufacturer), De Mel's Rd., Velona, Moratuwa. WTD 7/15/65.

Brick making machinery for operation by small group. Y. A. Umagiliya & Co. (manufacturer), 762 Prince of Wales Avenue, Colombo 14. WTD 8/12/65.

FRANCE—Milk coolers, mechanically refrigerated, industrial; milk tanks. Direct purchase and agency. Requests replies in French. Vve Aldebert Bonifaci (importer, dealer), 90-92 Rue Emile Zola, Fresnes sur Escaut (Nord). WTD 6/16/65.

Poultry packing plant machinery; dairy products machinery and equipment. Direct purchase and agency. Requests replies in French. Ste de Representations Industrielles pour la Laiterie (importer, wholesaler, agent), 16 Rue Berger, Paris 1er. WTD 6/8/65.

Food products machinery, such as slicing machines, meat choppers. Requests replies in French. Direct purchase and agency. Etablissements Kelsen-Bretin (importer, dealer), 24 Rue Berbier du Mets, Paris 13e. WTD 5/26/65.

SPAIN—Serigraphic machinery for own use. Requests replies in Spanish. Mr. Manuel Fernandez, Planograf (importer), Tenderina Baja 64, Oviedo. WTD 8/9/65.

VENEZUELA—Used or rebuilt newspaper printing plant capable of turning out minimum of 50,000 copies daily. Trade Opportunities Staff, BDSA-6192, Rm. 4203, Box CA-112, U.S. Department of Commerce, Washington, D.C. 20230.

356 General industrial machinery

BELGIUM—Paint spraying equipment, paint rollers, brushes. Direct purchase and agency for Belgium. S.A. Volum Air Belux (manufacturer), 33 Rue de la Metairie, Ganshoren. WTD 6/8/65.

Heating equipment, infrared electric, domestic use. Direct purchase and agency. For sale to Belgian importers and export to Near Eastern countries. Odemo (importer, exporter), 124 Rue Stephanie, Brussels 2. WTD 8/12/65.

Air compressors, paint sprayers, electric and pneumatic pumps. Direct purchase for Benelux and Common Market countries. S.A.F.I.A. (importer), 41 Rue des Palais, Brussels. WTD 8/11/65.

FRANCE—Ventilating fans for industrial use. Requests replies in French. Etablissements P. Marillier (manufacturer, dealer). 28 Rue Jean-Moulin, Amiens (Somme). WTD 5/3/65.

Industrial filters, new types; filter plates. Requests replies in French. Regien-Simoneton & Cie (manufacturer, importer, dealer). 6-8 Allee du Bel-Air, Le Raincy (S & O). WTD 7/19/65.

358 Service industry machines

BELGIUM—Industrial lubrication equipment, including electric and pneumatic pumps. Direct purchase for Benelux and Common Market countries. S.A.F.A.I. (importer), 41 Rue des Palais, Brussels. WTD 8/11/65.

FRANCE—Refrigeration equipment for trucks and trailers. Direct purchase and agency. Organisation Bretagne Vente (manufacturer, importer, retailer), 2 Rue du General Dubail, Lorient (Morbihan). WTD 6/17/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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361 Electric transmission, distribution equipment

AUSTRALIA—Oscilloscopes. Direct purchase and agency. Indeva Industrial Developments Associates Pty. Ltd. (importer, wholesaler, manufacturer), 18 Lennox St., Bellevue Hill, N.S.W. WTD 1/18/65.

BELGIUM—Electrical measuring equipment and devices for automotive and general industrial use, such as stroboscopes, ammeters, circuit testers. Direct purchase or agency for Belgium and Luxembourg. Bocquet S.A. (importer), 48-52 Rue Robert Buyck, Brussels. WTD in preparation.

● **BURMA**—Supply of miscellaneous equipment including six transformers rated as follows: 2—1250 kva, 1—250 kva, 2—100 kva and 1—50 kva; 33 kv disconnecting switches and lightning arrestors, 600 v. tap off fuses, cutouts and lightning arrestors. Tender No. 632/EL(G)64-65, bid deadline Sept. 10. Divisional Manager, Electrical Stores Corporation Line (17), Rangoon.★ (Telephone: 202-WO 7-4242).

FINLAND—Automotive electric equipment, e.g., transistor ignition, etc. Requests descriptive literature, prices, terms. Finnall Radio Oy (importer, wholesaler, retailer), Konalantie 12, P.O. Box 37004, Helsinki 37. WTD 7/20/65.

FRANCE—Digital voltmeters; impulse generators. Requests replies in French. Societe Salies, S.A. (commission merchant, agent), 11 Rue Leon Morane, Paris 15e. WTD 2/17/65.

Transformers; measuring, testing and control apparatus; switches. Direct purchase and agency; will assume repair service. Etablissements Clemessy S.A. (manufacturer, importer), 13 Rue de Pfastatt, Mulhouse (Haut-Rhin). WTD 1/18/65.

● **GREECE**—Supply of miscellaneous control boards for substations. Tender No. DMPM-294/295 Part IV, deadline not yet set. Public Power Corp. (DEH), Purchasing Dept. 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4242).

● Supply of outdoor switching equipment including 150 kv and 15 kv circuit breakers, disconnecting switches, post insulators and current transformers. Tender No. DMPM-294/295/Part I, bid deadline not yet set. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4242).

MALAYSIA—Analyzers for testing automotive engines. Direct purchase and agency. Euco Engineers Ltd., Lee Wah Bank Bldg., Medan Pasar, Kuala Lumpur. WTD 2/19/64.

362 Electrical industrial apparatus

BELGIUM—Electric motors, single phase, three phase, direct current; motor speed reducers; electrical and mechanical voltage regulators. Direct purchase or agency for Belgium and Luxembourg. Ets. Maurice Trempont (importer), 24 Rue des Fripiers, Brussels. WTD in preparation.

FRANCE—Motors, generators, for industrial use. Direct purchase and agency; will assume repair service. Etablissements Clemessy S.A. (manufacturer, importer), 13 Rue de Pfastatt, Mulhouse (Haut-Rhin). WTD 1/18/65.

363 Household appliances

FRANCE—Electric cigar and cigarette lighters. Direct purchase and agency. Requests replies in French. Societe d'Exploitation de l'Electricite et de l'Ultra-Son "EXEL" (importer, exporter, wholesaler), 27 Cite d'Antin, Paris 9e. WTD 7/9/65.

364 Electric lighting, wiring equipment

BELGIUM—Electric lamps, fixtures, accessories and equipment for automotive, marine, general industrial use. Direct purchase or agency for Belgium and Luxembourg. Bocquet S.A. (importer), 48-52 Rue Robert Buyck, Brussels. WTD in preparation.

● **GREECE**—Supply of 2,600 single pole, 20 amp., 220 v., street lighting time switches with solar type dial enclosed in weatherproof box. Tender No. DMKD-470/473, bid deadline Sept. 21. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4242).

365 Radio, television receiving sets

FINLAND—Hi-fi systems, record players, tape recorders. Requests descriptive literature, prices, terms. Finnall Radio Oy (importer, wholesaler, retailer), Konalantie 12, P.O. Box 37004, Helsinki 37. WTD 7/20/65.

Medical video tape recorders and related equipment for hospital use. Requests full details, prices, terms. Direct purchase or agency. Oy Mediator Ab (importer, agent), Technical Dept., Mikonkatu 8, Helsinki. WTD 8/6/65.

366 Communication equipment

FINLAND—Electronic audio equipment, e.g., amplifiers, loudspeakers, related products. Ohjelma Oy Finnestrad (music transmission services), Tehtaankatu 26C, Helsinki. WTD 8/6/65.

Medical TV units, cameras and monitors, 19-23″ and 7-13″; related equipment. Requests full details, prices, terms. Direct purchase or agency. Oy Mediator Ab (importer, agent), Technical Dept., Mikonkatu 8, Helsinki. WTD 8/6/65.

● **GREECE**—Supply of telegraph equipment consisting of 44 positions for installation in Athens; also material and equipment for the extension by nine operating positions of the existing telegraph receiving center in Thessaloniki. Tender No. 6389, bid deadline Sept. 29. Hellenic Telecommunications Organization, Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-4823).

367 Electronic components, accessories

FRANCE—Electronic equipment for musical instruments. Requests replies in French. Maison Cardon "Tout pour la Musique" (importer, retailer), 102 Rue de Lille, Lens (Pas-de-Calais). WTD 8/2/65.

Radio and television receiving type electron tubes; television receiving type cathode ray tubes; transmitting, industrial, and special purpose electron tubes; specialty resistors for electronic end products; solid state electronic devices, inductors, electronic transformers and capacitors; other components. Direct purchase and agency. Diffeurop—Ste Europeenne de Diffusion pour le Developpement du Commerce (importer, wholesaler), 14 Rue des Bains, Grenoble (Isere). WTD 4/30/65.

GERMANY—Electronic tubes, semiconductors, switch parts; fob New York. Eisenbeiss Elektronik OHG (importer, exporter, wholesaler, retailer, sales agent), 38 Hasslocher Strasse, 6096 Raunheim/Hessen. WTD 8/12/65.

VIET-NAM—Materials for manufacture of radio components: iron sheet for speaker frames; magnetic sheet for laminations, "E" and "I" types; magnet wire; ferrite core for IFT; copper clad phenolic laminated sheet. Requests price lists, catalog. Vo Tuyen Dien Thoai Viet-Nam (importer, manufacturer, wholesaler, retailer), 26-28 Hai Ba Trung, Saigon. WTD 4/13/64.

369 Electrical machinery, equipment, supplies

BELGIUM—Storage batteries, automotive electrical equipment, accessories. Direct purchase or agency for Belgium and Luxembourg. Bocquet S.A. (importer), 48-52 Rue Robert Buyck, Brussels. WTD in preparation.

FINLAND—Radiological equipment and sup-

plies; electronic laboratory equipment, e.g., electronic EKGs and EEGs. Requests full details, prices, terms. Direct purchase or agency. Oy Mediator Ab (importer, agent), Technical Dept., Mikonkatu 8, Helsinki. WTD 8/6/65.

Machinery for manufacture of batteries; battery separators, containers and materials for same; related products. Requests details, prices, terms, brochures if available. Oy Accumulator Ab (manufacturer, importer, agent), Helsingin pitaja, Helsinki. WTD 7/22/65.

372 Aircraft, parts

FRANCE—Civilian aircraft replacement parts, components, accessories, special hardware, related supplies, principally spare parts and accessories for Jacobs engines (R-755 A2). Direct purchase and agency for France or section thereof. Jacques Hemet (dealer, sales agent), Aerodrome de Lasbordes, B.P. 13, Balma, Haute-Garonne. WTD 8/4/65.

373 Ship building, repairing

● **ICELAND**—Government's purchasing office seeks bids for broadside type slipway for Akureyri (northern coast) or alternatively lengthwise type slipway capable of handling fishing vessels of 500 m.t. and adaptable for future changes to handle cargo vessels up to 800 m.t. Tender No. 1109, bid deadline Sept. 24. Bidders may offer alternative components, materials or layout of planned slipway and should quote price on up to two additional slipways. Request earliest possible delivery; terms of payment will be considered. Innkaupastofnun riskins (Iceland State Purchasing Agency), Borgartun 7, Reykjavik.★ (Telephone: 202-967-3601).

374 Railroad equipment

BELGIUM—Locomotives, electric, industrial. Agency and/or direct purchase for Belgium, Luxembourg, Congo (ex-Belgian). Etablissements Jos. Buhlmann S.P.R.L. (importer, wholesaler), 249 Rue des Coteaux, Brussels. WTD 8/10/65.

381 Engineering, laboratory, scientific, research instruments

FINLAND—Gas chromatographs and equivalent laboratory equipment; electronic data computers and related equipment. Requests full details, prices, terms. Direct purchase or agency. Oy Mediator Ab (importer, agent), Technical Dept., Mikonkatu 8, Helsinki. WTD 8/6/65.

FRANCE—Aircraft control and guiding instruments, aerial navigation systems and devices of modern types, including compasses (magnetic, magnesyn); temperature indicators; accelerometers. Oxygen surplus equipment, such as regulators; blinker; manometers, 0/500 psi and 0/3000 psi. Direct purchase and agency for France or section thereof. Jacques Hemet (dealer, sales agent), Aerodrome de Lasbordes, B.P. 13, Balma, Haute-Garonne. WTD 8/4/65.

383 Optical instruments, lenses

● **GREECE**—Photogrammetric instruments consisting of one analytical instrument (stereocomparator); 4 to 5 analogical instruments, B′ category; one analogical instrument, C′ category; one electric lengths measuring instrument. Total estimated value $166,666. Tender No. C/580/65, bid deadline Sept. 6. Ministry of Commerce, State Purchases Directorate "C", 50 Socratous St., Athens.★ (Telephone: 202-WO 7-3518).

384 Surgical, medical, dental instruments

BELGIUM—Surgical and medical instruments, all kinds. Direct purchase or agency for Belgium and Luxembourg. Etablissements Avexim (importer), 106-108 Avenue Albert, Brussels. WTD in preparation.

FINLAND—Medical equipment, instruments and supplies, including electronic data computers and other machinery. Requests full details, prices, terms. Direct purchase or agency. Oy Mediator Ab (importer, agent), Technical Dept., Mikonkatu 8, Helsinki. WTD 8/6/65.

All surgical and operating room equipment, instruments, supplies. Requests full details, price lists. Oy Medisana Ab (importer, wholesaler), Klaarantie 9, Helsinki 20. WTD 8/10/65.

● **TUNISIA**—Supply of bandages, catheters and drains, hypodermic needles, syringes, X-ray film, laboratory glassware. Tender No. 2/1965, bid deadline Sept. 30. Tender documents in French. Pharmacie Centrale de Tunisie, 51 Avenue Charles Nicolle, El Menzah, Tunis.★ (Telephone: 202-WO 7-4379).

385 Ophthalmic goods

● **BURMA**—112,500 pairs ready-fitted spectacles. White and Crookes lenses of different powers and sizes in shell and combination frames. Tender No. ODT/8, bid deadline Sept. 6. Divisional Manager, Medical Stores Division, Peoples' Stores Corp., Rangoon.★ (Telephone: 202-WO 7-3518).

386 Photographic equipment

BELGIUM—Audio visual equipment, materials, all kinds. Direct purchase or agency for Belgium and Common Market. Audio Visual Belgium, S.P.R.L. (importer, manufacturer), 54 Rue de l'Aurore, Brussels. WTD 5/14/64.

FINLAND—Medical cinecameras, 16 and 35 mm, high speed units; bi-plane and 2-way film changers; film inspecting devices; developing systems and related equipment. Requests full details, prices, terms. Direct purchase or agency. Oy Mediator Ab (importer, agent), Technical Dept., Mikonkatu 8, Helsinki. WTD 8/6/65.

387 Watches, clocks, parts

FRANCE—Cases for watches. Direct purchase and agency. Requests replies in French. Societe d'Exploitation de l'Electricite et de l'Ultra-Son "EXEL" (importer, exporter, wholesaler), 27 Cite d'Antin, Paris 9e. WTD 7/9/65.

391 Jewelry, silverware, plated ware

FRANCE—Cigarette cases and cigarette lighters, made of precious metal, to be sold as gift articles. Direct purchase and agency. Requests replies in French. Societe d'Exploitation de l'Electricite et de l'Ultra-Son "EXEL" (importer, exporter, wholesaler), 27 Cite d'Antin, Paris 9e. WTD 7/9/65.

394 Toys, amusements, sporting goods

IRAQ—Indoor games and game sets for adults and children; toy books, picture and cutout. Iraq Stores Co., (Orosdi-Back), P.O. Box 26, Baghdad. WTD 5/13/65.

395 Pens, pencils, office, artists' materials

FRANCE—Fountain pens; fountain pen desk sets. Direct purchase and agency. Requests replies in French. Societe d'Exploitation de l'Electricite et de l'Ultra-Son "EXEL" (importer, exporter, wholesaler), 27 Cite d'Antin, Paris 9e. WTD 7/9/65.

HONG KONG—Lead pencils, non mechanical, separately or as part of school supply sets. The Wing On Co., Ltd. (department store), P.O. Box 1509, Hong Kong. Cable: WINGON. WTD 9/25/64.

399 Manufacturing industries

BELGIUM—Caskets; direct import for Belgium. Les Pompes Funebres Michel (undertaking), 185 Rue Royale St. Marie, Brussels. WTD 6/4/65.

Linoleum floor covering, sheet or tile, for use in retail stores. Direct purchase or agency for Belgium and Luxembourg. Installations Generales de Magasins (importer), 19 Rue Beckers, Brussels. WTD in preparation.

Advertising displays for window, lobby, other retail store interior use. Direct purchase or agency for Belgium and Luxembourg. Installations Generales de Magasins (importer), 19 Rue Beckers, Brussels. WTD in preparation.

FRANCE—Cigarette lighters. Direct purchase and agency. Requests replies in French. Societe d'Exploitation de l'Electricite et de l'Ultra-Son "EXEL" (importer, exporter, wholesaler), 27 Cite d'Antin, Paris 9e. WTD 7/9/65.

Perfume sprayers, to be carried in handbags. Requests replies in French. Etablissements Erelbe S.A. (manufacturer, dealer), 19 Rue Richer, Paris 9e. WTD 7/30/65.

SWEDEN—Gift articles, including costume jewelry and ball point pens. Nettofabrikerna, Oliver Tornqvist (wholesaler, agent), Bangardsgatan 12, Nassjo. WTD 8/3/65.

783 Motion picture theaters

YEMEN ARAB REPUBLIC—Rental and exhibition of American-made full-length feature motion pictures. Wide screen and color films preferred; must have subtitles in Arabic language. Yemen Trading Organisation (Cinema Bilqis) (importer, exhibitor), P.O. Box 32, Yemen Arab Republic. WTD 8/2/65.

Bids sought by Turkey for construction of two sewage treatment plants

The Municipality of Izmir is inviting bids on the supply of equipment and erection of facilities for two compost-producing sewage treatment plants. The cost of the plants is estimated at $555,555 (T£ 5 million) and the amount of garbage to be used annually is estimated at 90,000 tons.

Bid deadline is Sept. 24.

Several other large Turkish cities are said to be awaiting the outcome of Izmir's experience to proceed with their own disposal operations.

Terms and specifications in Turkish are available from Izmir Beledye Baskanligi, Izmir, Turkey. One copy of the specifications in Turkish is available for review by firms located in the U.S. in the Water Industries & Engineering Services Division, Rm. 4111, Department of Commerce, Washington, D.C.

Argentina to improve port facilities; seeks bids on construction of scale model

The Ministry of Public Works & Services, Buenos Aires, is inviting bids on the construction of a scale model of the Port of Mar del Plata, which will serve as a basis for a study on improving existing facilities.

Copies of the bid documents may be reviewed and/or purchased at the Office of the Economic Counselor, Argentine Embassy, 1600 New Hampshire Ave. NW., Washington, D.C. 20009. The price of the documents, which are in Spanish, is $60.

Bids must be received at the SEOP Bldg., Buenos Aires, before Oct. 20.

India extends bid deadline on supply of transformers

The Tata Power Co. Ltd., Bombay House, Bruce St., Bombay 1, has announced the extension of the bid deadline on tender No. P-2024 for the supply of three 45/60 mva and two 18/30 mva, three phase, 50 cycle transformers from Aug. 16 to Sept. 29. (INTERNATIONAL COMMERCE, Aug. 2, p. 38, under SIC No. 361).

Deadline changed for bids on Greek processing plants

The Agricultural Bank of Greece has announced the extension of the bid deadline from Sept. 30 to Oct. 15 on its tender No. 1890 for vegetable processing plants. (INTERNATIONAL COMMERCE, July 26, p. 37).

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousac-Sage Building. Phone: 272-6331.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 505 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-3920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 309 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Gressleaf Bldg., 208 Laura St. Phone: Elgin 4-7711.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-3133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4265.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

010 Commercial farms

BELGIUM—Grains, seeds, oil cakes, cattle fodder, dried vegetables. Societe de Commission N.V. (commission merchant), 8 Korte Klarenstraat, Antwerp. WTD 8/9/65.

201 Meat products

GREECE—Frozen meats. Requests quotations cif Piraeus. Industrial Trade Co. Ltd. (sales agent), 3 Averof St., Athens. WTD 8/6/65.

220 Textile mill products

BELGIUM—Fabrics of all kinds for men's women's, children's clothing. Agency for Belgium, The Netherlands, Germany, France, England. Edouard Ganseman, S.P.R.L. (importer, agent), 22 Place de Brouckere, Brussels. WTD in preparation.

FINLAND—Textile piece goods; seeks exclusive agency covering all Finland; requests descriptive literature, price lists, samples. S. Chalupovitsch Agency (commission agents), Albertinkatu 34, Helsinki. WTD 8/11/65.

Men's suitings of wool and Dacron; women's synthetic dress fabrics; denim fabrics for jeans. Requests full details, prices, terms, samples. Europort Oy (commission agent), E. Esplanadikatu 24A, Helsinki. WTD 8/10/65.

PANAMA—Textiles, cotton, Dacron. Agencias Imperio (Jaime Rodriguez) (representative, commission agent), P.O. Box 298, Panama, R.P. WTD 7/30/65.

SOUTH AFRICA—Printed goods in cottons, rayons and man-made fibers, for fashion trade. Trade Opportunities Staff, BDSA-6192, Rm. 4203, Box JO-45, U.S. Department of Commerce, Washington, D.C. 20230.

230 Apparel

SOUTH AFRICA—Underwear in cottons, rayons and man-made fibers, for men, women, children. Trade Opportunities Staff, BDSA-6192, Rm. 4203, Box JO-46, U.S. Department of Commerce, Washington, D.C. 20230.

261 Pulp mills, products

FRANCE—Wood and/or rag pulp. Ancienne Maison Andre Clerc, S.A. (importer, dealer, agent), 6 Rue Dupleix, Le Havre (Seine Maritime). WTD 6/10/65.

272 Periodicals, publishing, printing

FRANCE—Technical periodicals. Jungman—"Promotion Marches Exterieurs" (advertising agency), 18 Rue de la Chaussee d'Antin, Paris 9e. WTD 8/3/65.

281 Industrial chemicals

BELGIUM—Petrochemicals, suitable for Common Market. Etablissements Marcel Ponjaert (importer, retailer, exporter, agent), 93 Avenue Coghen, Brussels. WTD 6/18/64.

GREECE—Chemicals for paint and textile industries; dyes for fibers and yarns. Requests quotations cif Piraeus. Industrial Trade Co. Ltd. (sales agent), 3 Averof St., Athens. WTD 8/6/65.

282 Synthetic materials

GREECE—Raw materials for plastics industry, such as polyethylene, polyvinyl chloride. Requests quotations cif Piraeus. Industrial Trade Co. Ltd. (sales agent), 3 Averof St., Athens. WTD 8/6/65.

291 Petroleum refining

BELGIUM—Liquid petroleum gas. Agency for Belgium. Socomissil S.A. (importer, exporter), 331 Avenue Louise, Brussels. WTD 6/28/65.

299 Products of petroleum, coal

BELGIUM—Additives, petroleum; suitable for Common Market. Etablissements Marcel Ponjaert (importer, retailer, exporter, agent), 93 Avenue Coghen, Brussels. WTD 6/18/64.

Heavy fuel for industry in general. Agency for Belgium. Socomissil S.A. (importer, exporter), 331 Avenue Louise, Brussels. WTD 6/28/65.

307 Plastic products

FRANCE—Plastic molding for the trade. S.A. Lebocey—Cie Europeene d'Outillages (manufacturer, importer, dealer, agent), 3 Rue de Chaillouet, Troyes (Aube). WTD 5/4/65.

329 Abrasive, asbestos, nonmetallic mineral products

BELGIUM—Insulating materials: thermal, asbestos, acoustical. Isolmat, Comptoir de Vente de Materiaux Isolants P.V.B.A. (importer, exporter, wholesaler), 27 Lange Nieuwstraat, Antwerp. WTD 7/8/65.

331 Steel mill products

BELGIUM—Laminated sheets, copper clad. Agency for Common Market. Etablissements Marcel Ponjaert (importer, retailer, exporter, agent), 93 Avenue Coghen, Brussels. WTD 6/18/64.

Additives, anti-rust and anti-corrosion; inhibitors; metal deactivators. Etablissements Marcel Ponjaert (importer, retailer, exporter, agent), 93 Avenue Coghen, Brussels. WTD 6/18/64.

342 Cutlery, hand tools, general hardware

BELGIUM—Luggage hardware such as handles, keys, rivets; new gadgets in this field. Gebroeders Windey N.V. (importer, exporter, wholesaler), 91 Oude Vest, Dendermonde. WTD 8/9/65.

Small hand tools, electric and non-electric, portable, do-it-yourself tools. Exclusive agency for Belgium. Mr. Willy Wittenberg (commission agent), 52 Avenue Charles Quint, Brussels. WTD 8/12/65.

353 Construction, mining, materials handling machinery

FRANCE—Construction machinery and equipment, such as bulldozers, concrete mixers, cranes, power shovels. Requests replies in French. A.M.T.P.—Ateliers de Mecanique de

Travaux Publics (manufacturer, wholesaler, retailer, importer), 41 Avenue Carnot, Le Bourget (Seine). WTD 5/4/65.

THAILAND—Beach sweeping crawler tractor, rubber tracks. Catalogs and illustrative brochures requested. Bangkok Automotive Supply Co. Ltd. (importer, commission/indent agent), 183 Vorachak Rd., Bangkok. WTD 10/20/64.

354 Metalworking machinery

BELGIUM—Small drilling and milling machines. Agency for Belgium. Mr. Willy Wittenberg (commission agent), 52 Avenue Charles Quint, Brussels. WTD 8/12/65.

FRANCE—Car washing units. Requests replies in French. S.E.P. (manufacturer, dealer), 13 Rue Perrot, Malakoff, Seine. WTD 6/3/65.

PANAMA—Milling machinery; lathes, metal and wood. Agencias Imperio (Jaime Rodriguez) (representative, commission agent), P.O. Box Box 298, Panama, R.P. WTD 7/30/65.

355 Special industry machinery

FRANCE—Plastics working machinery. S.A. Lebocey—Cie Europeenne d'Outillages (manufacturer, importer, dealer, agent), 3 Rue de Chaillouet, Troyes (Aube). WTD 5/4/65.

THAILAND—Complete line of crawler track maintenance equipment, including pin and bushing press, portable track press, roller-idler rebuilder, roller-idler, sprocket, grouser bar rebuilder, track link rebuilder, power wrench for track bolts, roller boring bar fixture, flame hardener, hardsurfacing wire, roller boring fixture, flux grinder, utility presses, accessories. Bangkok Automotive Supply Co., Ltd. (importer, commission/indent agent), 183 Vorachak Rd., Bangkok. WTD 10/20/64.

356 General industrial machinery

FRANCE—Wine-making equipment, such as pumps, filters, clarifiers, decanters, fermenting tub cocks. Requests replies in French. Establissements Daubron (manufacturer, importer, dealer, agent), 57 Avenue de la Republique, Paris 11e. WTD 7/30/65.

358 Service industry machines

BELGIUM—Heat exchangers, condensers, all kinds of heat recovery equipment for central heating systems. Agency for Belgium, Luxembourg, Northern France. Charlier S.P.R.L. (importer, exporter, wholesaler), 109 Avenue du Castel, Brussels. WTD 8/11/65.

PANAMA—Laundry machinery. Agencias Imperio (Jaime Rodriguez) (representative, commission agent), P.O. Box 298, Panama, R.P. WTD 7/30/65.

359 Machinery

FRANCE—Flexible tubes; bellows. Requests replies in French. Tuyaux Flexibles Rudolph (importer, manufacturer, wholesaler), 41 Rue de Lourmel, Paris 15e. WTD 7/20/65.

361 Electric transmission, distribution equipment

FRANCE—Spectrum analyzers, UHF; wobbulators, VHF. Requests replies in French. Societe Salies, S.A. (commission merchant, agent), 11 Rue Leon Morane, Paris 15e. WTD 2/17/65.

Laboratory electronic measuring instruments. Fournitures Internationales de Materiels Electroniques (importer, dealer, agent), 1 Rue Ambroise-Thomas, Paris 9e. WTD 6/23/65.

362 Electrical industrial apparatus

PANAMA—Electric motors. Agencias Imperio (Jaime Rodriguez) (representative, commission agent), P.O. Box 298, Panama, R.P. WTD 7/30/65.

365 Radio, television receiving sets

FRANCE—Audio-visual equipment for linguistic studies. Centre d'Etudes et de Distribution d'Appareils et de Materiel pour Etudes Linguistiques (manufacturer, dealer), 32 Rue des Acacias, Paris 17e. WTD 4/30/65.

366 Communication equipment

FINLAND—Electronic navigation communications equipment and apparatus. Requests descriptive literature, prices, terms. Oy Startrading Ab (importer, distributor, agent), Fabianinkatu 5, Helsinki. WTD 7/26/65.

PANAMA—Radio and TV parts. Agencias Imperio (Jaime Rodriguez) (representative, commission agent), P.O. Box 298, Panama, R.P. WTD 7/30/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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367 Electronic components, accessories

BELGIUM—Capacitors, ceramic, mica. Agency for Common Market. Etablissements Marcel Ponjaert (importer, retailer, exporter, agent), 93 Avenue Coghen, Brussels. WTD 6/18/64.

FINLAND—Electronic industrial equipment, apparatus and components, particularly those applicable for communications purposes or suitable for paper making, wood processing, mining, plastics or textile industry application. Requests descriptive literature, prices, terms. Oy Startrading Ab (importer, distributor, agent), Fabianinkatu 5, Helsinki. WTD 7/26/65.

FRANCE—Digital detecting elements; digital transducers. Electro-Fabrication (importer, wholesaler, agent), 2 bis, Impasse Thoreton, Paris 15e. WTD 8/10/64.

381 Engineering, laboratory, scientific, research instruments

BELGIUM—All kinds of drafting instruments such as used by architects and draftsmen in electronic and advertising fields, and by research centers. Agency for European market. Novatypie S.P.R.L. (manufacturer, exporter), 150 Chaussee de Ninove, Brussels. WTD 6/28/65.

395 Pens, pencils, office, artists' materials

BELGIUM—All kinds of drafting materials, such as special pencils, special ballpoint pencils, compasses; small drafting materials used by architects and draftsmen in research centers in adevrtising and electronics fields. Agency for European market. Novatypie S.P.R.L. (manufacturer, exporter), 150 Chaussee de Ninove, Brussels. WTD 6/28/65.

Leads for Importers

203 Canning, preserving foods

PHILIPPINES—Frozen and canned fish. Mr. Bartolome E. San Diego, Sr., President, San Diego Fishery Enterprises, Inc. (producer, wholesaler, retailer), 462 Echague, P.O. Box 1621, Manila. WTD 4/8/65.

209 Food preparations

MALAYSIA—Coconut oil; sago flour. J. M. Gomez & Co. (importer, exporter, wholesaler, retailer), 2B Mill Rd., P.O. Box 94, Malacca. WTD 8/2/65.

242 Sawmills, planing mills

MALAYSIA—Malayan timber: logs and sawn lumber. J. M. Gomez & Co. (importer, wholesaler, exporter, retailer), 2B Mill Rd., P.O. Box 94, Malacca. WTD 8/2/65.

287 Agricultural chemicals

VENEZUELA—Bat guano, for use in manufacture of fertilizers; approx. 3,000 m.t. available. Dr. Eduardo J. Chirinos (cattle rancher, cattle importer), Avenida Arismendi, Quinta La Rinconada, El Paraiso, Caracas.

345 Screw machine products

KOREA—Machine bolts, hexagonal head, ½" by 1¼", steel, American Standard. For sale through distributors. Taeyang Metal Industrial Co., Ltd. (manufacturer, exporter), I.P.O. Box 1970, Seoul. WTD 3/25/65.

364 Electric lighting, wiring equipment

KOREA—Brass plates, ornamental, for electrical wall switches. For sale through distributors. Taeyang Metal Industrial Co., Ltd. (manufacturer, exporter), I.P.O. Box 1970, Seoul. WTD 3/25/65.

Iraq invites bids on 29 items of steel and bronze

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, is inviting bids on 29 items of steel (wire, bars, strip) weighing about 11,650 kgs. and seven items of bronze (wire, strip, round Delta bronze) weighing about 1450 kgs.

The tender No. is PROD/3/4; bid deadline is Sept. 21.

A copy of the tender documents may be obtained by firms located in the U.S. from the Iron & Steel Division, BDSA-6380, Department of Commerce, Washington, D.C. 20230.

Iraq to build pumping station

The Directorate General of Irrigation, Ministry of Agrarian Reform, Baghdad, has issued Contract No. DJ-9, with a bid deadline of Sept. 25, for the construction of the Hawar pumping station in the province of Kut.

Terms and specifications may be obtained from the above upon payment of $70 per copy, plus air mail charges.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Harold F. Saint, H. F. Saint Pty. Ltd., 63 Byre Ave., Somerton Park, South Australia, **interested in meeting building contractors, joiners, cabinetmakers, timber molders;** requesting building techniques and joinery information. Sept. 5 via Canadian border for 6 weeks. c/o Australian Consulate General, 636 Fifth Ave., New York, N.Y. Itinerary: Sept. 9-13 New York; Sept. 22-24 Seattle; Sept. 26-27 Portland; Sept. 28-Oct. 1 San Francisco. WTD 4/27/65.

HONG KONG—K. H. Young, Island Trading Co., International Theatre Bldg., Kowloon, P.O. Box 946, Hong Kong, **interested in contacting manufacturers of cosmetics and toilet preparations, stationery, greeting cards, fountain pens, ball point pens, canned goods, gift articles.** Sept. 9 via New York for one month. Itinerary: Sept. 9-19 New York c/o Seymour Hotel; Sept. 19-22 Philadelphia c/o Warwick Hotel; Sept. 22-24 Washington c/o Washington Hotel; Sept. 24-28 Detroit c/o Sheraton Hotel; Sept. 28-Oct. 2 Kansas City c/o Muehlebach Hotel; Oct. 2-9 San Francisco c/o Plaza Hotel. WTD 12/27/63.

INDIA—S. L. Bheda, representing Premji Bhanji & Co., 29 Chinch Bunder Rd., Bombay 9, **interested in visiting peanut and soybean oil producing and processing plants, meeting wih dealers and exporters of peanuts and soybeans, salted peanuts, cashew nuts, peanut butter;** requesting technical information on manufacture of peanut butter and other edible peanut products. Aug. 26 via New York until Sept. 11. c/o Neumunz & Sons, Inc., 90 West St., New York 6, N.Y. Itinerary: New York, San Francisco, Los Angeles, Chicago. WTD in preparation.

NORWAY—J. Sannes, Jr., Bodo Mekaniske Verksted, Bodo, **interested in production under license in Norway of aluminum windows and doors, very high pressure hydraulic appliances for marine uses, prefabricated steel buildings, other suitable production for mechanical workshop.** Sept. 1 via Detroit for 4 weeks. c/o Department of Commerce Field Offices on itinerary. Itinerary: Detroit, Chicago, San Francisco, Los Angeles, Houston, New York. WTD 10/9/64.

SOUTH AFRICA—Mrs. S. Smiedt, representing Louis Smiedt Wholesalers (Pty.) Ltd., P.O. Box 6700, Johannesburg, **interested in representing U.S. firms as an agent in consumer goods, especially table appointment lines.** Aug. 16 via New York for 3 weeks. c/o Anglo-African Shipping Co., 16 East 34 St., New York, N.Y. Itinerary: New York, Washington, D.C. WTD 8/4/65.

Fred Holtung, Holtung van Maasdyk (Pty.) Ltd., P.O. Box 6511, Johannesburg, **interested in marketing and manufacturing industrial and office equipment in South Africa.** Sept. 3 via New York for 2 weeks. c/o Tokheim Corp., Ft. Wayne, Ind., or Norwegian Consulate General, 26 Broadway, New York, N.Y. Itinerary: New York, other cities as required. WTD 5/4/64.

SUDAN—George S. Khouri, Merces & Khouri Trading Agencies, P.O. Box 1522, Khartoum, **interested in representing U.S. manufacturers of building materials and machinery on commission basis.** First week of Sept. via New York for 15 to 20 days. Write to 38 Garden Places, Brooklyn, New York. Itinerary: New York. WTD 9/12/64.

SWEDEN—Folke Gunnarsson, Assistant Managing Director, AB Metallimport, Vasagatan 34, Goteborg C, **interested in road transportation equipment** such as commercial trailers, heavy transportation equipment, earth moving equipment and parts, brakes and transmissions, mobile crane gear, turntables, drive axles, power steering gears, industrial diesel engines, requesting technical information. Aug. 30 via Chicago for 3 weeks. c/o Mr. Dierks, Amsted Industries International, 1000 Prudential Plaza, Chicago, Ill. Itinerary: Chicago; Muskegon; Detroit; Cleveland; Springfield, Mo.; New York. WTD 6/24/65.

TANZANIA—Abid Y. Khanbhai, B. Pharm (London), PhC, MPS, representing Messrs. Khanbhai Pharmacy Ltd., Tanga & Arusha, P.O. Box 558, Tanga, **interested in machinery for pharmaceutical manufacture and contacting U.S. manufacturers seeking joint ventures.** End of August via New York for 3 weeks. c/o Department of Commerce Field Offices on itinerary. Itinerary: New York, San Francisco, Washington, Columbus, Chicago. WTD 8/9/65.

Future Construction

ARGENTINA—The Argentine tire factory FATE-F.A.I.C.I., R. Perez 3656, Buenos Aires plans to double its production capacity from its present output of approx. 1700 units. Financing is to be arranged with the Banco Industrial under the joint Banco Industrial Inter-American Development Bank program for credits to stimulate industrial activity. Most of the loan (estimated at $1 million), as well as matching funds provided by the firm from its own resources, will be spent on **new machinery.**

AUSTRALIA—The Australian Snowy Mountains Authority in New South Wales will use a novel method to convert electricity generated in the off-peak hours into valuable peak-hour power. Under a recently approved scheme, the Authority aims **to increase the capacity of one of its planned power stations, Tumut 3.**

Power from coal-burning power stations in the off-peak hours will be used to pump water upstream, thereby increasing the water flow through the turbines in the peak hours. The coal-burning stations are designed to operate 24 hours a day. Since there is little demand for power late at night, some of this power will now feed electric pumps on the Tumut 3 project, lifting water back to the dam.

As a result, the Tumut 3 station will be able to feed extra kilowatts into the grid system in the peak hours. Tumut 3 station, with a capacity of 1,500,000 kilowatts, will be started in 1967. **Write:** Snowy Mountains Hydro-Electric Authority (SMA), P.O. Box 332, Cooma North, N.S.W., Australia.

CHILE—Construction will be started soon on the first installations of a planned US$100 million **petrochemical complex.** A report favoring such action was recently completed by CORFO (Corporacion de Fomento de la Production) with the technical assistance of the Flour Corporation.

The program calls for an initial stage of development involving the construction of two plants dependent on the operating ENAP (Empresa Nacional del Petroleo) refinery at Concon.

Phtalic anhydide will be produced in one plant for delivery to the synthetic resin industry, active in Chile since 1960. Feedstock will be delivered to an adjoining phtalic plasticizer installation.

The phtalic plasticizer plant will supply material to secondary plastic and synthetic resin plants and will complement a later PVC installation.

The first units of these plants are scheduled for operation by this year or early 1966.

The second phase of the government's program involves the construction of four plants adjoining the ENAP refinery in Concepcion scheduled to go on stream early in 1966. The following will be included in the Concepcion complex:

An ethylene plant to supply raw material for secondary plastic manufacturers, synthetic rubber and solvents.

A plant producing chlorine and caustic soda through electrolysis. This plant is designed to produce feedstock for a plastic resins industry, with capacity to cover future needs of the cellulose and rayon industries. Some of the caustic soda may be exported.

A polyethylene plant to provide raw material for the local plastic fabricating industry to supply export markets along the Pacific Coast.

A polyvinyl chloride plant to furnish domestic needs.

The various installations of the Concepcion complex are programmed for completion in 1967-1968.

The CORFO studies indicate that the construction of all six plants will cost approximately US$16 million.

Local participation capital will be about 60 million escudos. The complete petrochemical complex, which would also include an ammonium production unit at Punta Arenas and an acetaldehyde complex, would cost US$ 100 million.

FINLAND—Plans for a new **Helsinki air passenger terminal** have been announced. The building is to be built in two stages. The first stage is to have a capacity for handling up to one million air passengers annually. Estimated annual rate for 1965 is 700,000 passengers.

Present plans call for expansion of the terminal in 1977. The size of the first unit will be 70,000 cubic meters at a cost of an estimated Fmk 24 million (Fmk 3.20 = $1.00), but the whole project including apron and hangar construction, will cost twice that much. Neither the financing nor the construction timetable for the first unit has been decided as yet.

GERMANY—A new office for the Post Office Department's postal check system will be built in Berlin. Estimated project cost is $10.8 million. Construction will start in Sept. and be finished in three to four years.

The project will occupy 53,800 sq. ft. The structure will rise 23 stories.

Plans were prepared by the Landespostdirektion (Post Office Directorate) Berlin and this organization will handle all matters connected with the project including inquiries and offers from suppliers.

In connection with this project, **possible sales opportunities for U.S. firms exist in the fields of air conditioning equipment, office and accounting machines, check handling machines, lighting and sound equipment.**

Write: Landespostdirektion Berlin, Abteilung Hochbau, 50 Dernburher Strasse, 1 Berlin 19.

GREECE—The National Tourist Organization of Greece (EOT) is drawing up terms, conditions and specifications to govern international tenders to be issued in the near future for the construction of **tourist development projects** at Varkiza beach, about 17 miles from Athens; Marathon beach, about 25 miles from Athens; Kaiafa spa, in the Western Peloponnese; Killini spa, in the Western Peloponnese. Bids were held unsuccessfully for the Killini spa project. These tenders will be published in the "World Trade Opportunities" section of INTERNATIONAL COMMERCE as soon as they are released by the National Tourist Organization.

ISRAEL—Israel's Labor Ministry has the responsibility for construction of the country's **highways** and the Director-General of the Ministry with the Director of the Transport have related their expansion to Israel's road system over the next ten years.

As of figures projected from an anticipated population growth and annual consumption increase per person, they estimate the number of privately-owned automobiles would increase from 60,000 in 1964 to almost 300,000 in 1974.

The two French teams, who prepared this master plan, expect the ten year minimal cost will be about U.S. $153 million. **Only interurban traffic from Haifa southwards is planned,** omitting altogether the approach roads, the north-east or Galilee region as well as greater Tel Aviv. Plans call for the road system to consist of large **multi-lane highways including 15 to 20 major clover-leaf junctions.**

It appears that interested U.S. firms, experienced in highway construction, could successfully bid for a sizable part of the contracts for this new road system.

Write: Mr. Obed Messer, Director-General of the Labor Ministry, Tel Aviv.

SOUTH AFRICA—The Cape Town City Council will construct a **rapid gravity sand filtration plant** capable of handling up to 70 million gallons per day at Wemmershoek, about 50 miles from Cape Town.

The plant will consist of chemical dosing apparatus for alum and lime, batteries of sand filters operating at a filtration rate of 250 gallons per sq. ft. of filter area per hour, conditioning tanks with paddle stirrers having a 15-minute contact time, and all ancillary equipment including wash water pumps, blowers, automatic filter flows controllers and semi-automatic filter wash controllers.

According to the City Engineer, the plant is required to fit in with the existing treatment works and it is anticipated that tenders for this new installation will be advertised at the end of 1965.

SOUTH AFRICA—The Cape Town City Council has been authorized by the Administrator to accept the R2,155,656 (1 rand = $1.40) tender of the Trust Bank of Africa Ltd. for the purchase of Lots K1 and K2 at the foot of Adderley St., Cape Town.

The Trust Bank plans to erect a **skyscraper** with a number of unusual architectural features on the 33,113 sq. ft. site. The building will cost about $11.2 million. (INTERNATIONAL COMMERCE, March 22, p. 42).

Significant Awards

FRANCE—Contract awards have been released by the Contracting Office at SHAPE.

Tender SHAPE 63-8 for mobile microwave relay equipment—awarded tentatively by the Contract Awards Committee to Selenia of Italy.

Tender SHAPE 63-10 for transportable microwave radio relay equipment—Marconi of Italy, lowest acceptable bidder.

Tender SHAPE 64-14 for HF radio receiving equipment—Lot 1 was awarded to Marconi Co. Ltd. (England) and Lots 2 and 3 to Rocke International Corp. (USA).

Tender SHAPE 64-19 for mobile microwave radio equipment—Marconi of Italy for the electronic package; Daimler-Ben, Germany for the vehicles and Hampson, England for the power units.

Tender SHAPE 64-20, Facsimile broadcast receiving equipment—Jacques Peres Fils, France for Photofax and Racal, England for the electronic package.

JORDAN—A Jordanian firm, the General Contracting Co., has been awarded a JD173,000 (1 dinar = $2.80) to construct town sites near the proposed Mukheibeh Dam. The living complex comprises two separate areas, one is at Mukheibeh, the other at neighboring Shunneh. The Shunneh facility will probably concern itself primarily with the proposed Wadi Arab hydro-electric power station.

SYRIA—The Italian firm, Societa Nazionale Metanodotti (SNAM), a subsidiary of ENI, was awarded the contract for consulting engineering services to the Syrian Government on the Karatchuk-Tartous pipeline project. Construction work (to be completed in 2½ years) will be done by the British consortium of Stewarts & Lloyds and Costain & Press.

U.S. firms to supply Ecuador's new hospitals

Approximately 100 U.S. manufacturers will supply $5.5 million worth of equipment needed for four new hospitals in Ecuador.

The Social Security Fund of Ecuador will purchase the equipment for the hospitals having a total of 1,340 beds.

Some $2.2 million in U.S. supplies will go to a hospital in Quito. A hospital in Guayaquil will need $2.1 million in equipment. A hospital at Cuenca will have equipment costing some $400,000 and the fourth hospital, at Riobamba, will obtain equipment valued at $310,000.

A balance of $490,000 has not yet been allocated by the Fund.

The new facilities are needed to provide improved medical care to Ecuador's expanding social security system. In addition, medical staffs at the four hospitals will be increased 25% enabling highly trained doctors, nurses and medical technicians to apply more effectively their knowledge and skills to the needs of the people.

The purchases will be financed through an Alliance for Progress loan authorized to the Fund by the Export-Import Bank. The loan is repayable over five years beginning in 1968. Repayment is guaranteed by the Republic of Ecuador.

Here are the U.S. goods that Austrians want most

Austrian imports from the United States in April-May 1965 amounted to about $18.5 million, 9% higher than in the same period of 1964. During this same period, Austrian exports to the United States reached about $10.4 million, nearly 17% more than in April-May 1964.

Austrian requirements for imported coarse grains and high protein wheat will be significantly larger in 1965/66. Increased demands were caused by the extremely unfavorable weather conditions this spring.

Austrians have shown special interest in the following U.S. products: lumber (veneers, hickory billets); furskins, furs, imitation furs, raw hides, all types of leather and artificial leather used for garments, upholstery, shoes, and other fine leather goods (no technical leathers); textile products (fabrics for dresses, blouses and ladies' suits, madras cloth, stretch terry cloth, sports wear, elastic backing for quilted skiwear, materials for foundation garments, nylon yarn, blue jean material, worsted materials, men's suitings); machinery (machine tools and welding equipment, continuous chip-wringers, tools for the building industry); fine chemicals; laboratory equipment and supplies; special building materials; asbestos cement products; metals (special bronze alloy products, copper concentrates and wirebar/cathodes, molybdenum concentrates, ferro-alloys, berryllium alloys, bentonite, red brass and bronze scrap, electrolytic copper bars, tinplate, blackplate (rejects), crude non-ferrous metals, electrolytic tinned sheet iron); foods (brand name articles); and alcoholic beverages.

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New Books and Reports

***The Statesman's Yearbook: 1965-66.* Edited by S. H. Steinberg. St. Martin's Press, New York. 1,726pp. $10.**

The new issue of this standard reference work features maps of the Latin American economic groupings and the area of Southern Arabia and the Horn of Africa, as well as details on the newly-independent members of the Commonwealth.

As usual, the book's chief value lies in the detailed information it provides on every country in the world, in addition to the leading international organizations.

Where available, the book gives data on the governmental structure and officers, history, constitution, diplomatic representatives exchanged throughout the world, area and population, predominant religions, educational system, health facilities, court system, financial structure, agricultural and industrial products, defense organization, communications, currency, and banking systems of every nation in the world.

Write: St. Martin's Press, 175 Fifth Ave., New York 10, N.Y.

***International Handbook of Management.* Edited by Dr. Karl E. Ettinger. McGraw-Hill Publishing Co., New York. 642pp. $19.75.**

A volume of articles designed to help managers who are faced with the many major problems of national and multinational business organizations. The Handbook brings together the experience of 63 experts in the field.

The principles of scientific management as they have been developed in industrialized nations are applied to the lesser-developed countries to increase productivity and help them attain a higher standard of living.

The Handbook is divided into six sections, dealing with: management principles and techniques; international corporate activities; problems in financing; special development problems; rural management problems; and training of managers.

The 63 contributing authors, representing many large corporations, have a broad background of knowledge based on personal experience and observation in such countries as Argentina, Brazil, Burma, Egypt, England, Germany, India, Israel, Ivory Coast, Pakistan, the United States and many others.

Write: McGraw-Hill Book Co., 330 West 42nd St., New York, N.Y. 10036.

Principal Manufacturing Industries in Venezuela. OBR 65-45. 31 pp. Summarizes the performances of the food and related products, tobacco, textile, chemical, wood and paper, rubber, leather, stone, clay, glass, metal machinery, transport equipment, miscellaneous manufactures, and service industries.

The Motion Picture Industry of the Federal Republic of Germany. OBR 65-53. 4 pp. Gives the outlook for U.S. films in the German market, and describes German import duties and quotas and admission taxes, and outlines German methods of production, distribution, exhibition. The Film Aid Law is also summarized.

***France: Economic Survey by the Organization for Economic Cooperation and Development.* Distributed by McGraw-Hill Book Co., New York. 57pp. 80 cents.**

The survey provides a general assessment of the French economic situation, followed by an anlysis of 1964 trends in supply, employment, demand, foreign trade, financial and monetary developments and economic policy; general trends in 1965; forecasts for 1966; problems of short and medium-term economic policy; conclusions and a statistical annex.

Write: McGraw-Hill Book Co., OECD Unit, TMIS Annex, 351 West 41st St., New York, N.Y. 10036.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Sales and Distribution Section, Department of Commerce, Washington, D.C., 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***African Primary Products and International Trade.* By I. G. Stewart. Aldine Publishing Co., Chicago. 218 pp. $7.50.**

Contains papers presented at an International Seminar on African Primary Products and International Trade held at the University of Edinburgh last September. Although the papers range over a wide variety of topics their common concern is for the problems confronting African producers of commodities, many of which are prominent in world trade.

Among the issues of analytical and historical interest treated are the reactions of African producers to price changes and to institutional arrangements for marketing their commodities, and techniques for measuring supply demand responses, as other economic variables such as income and occupation change.

Write: Aldine Publishing Co., 64 E. Van Buren St., Chicago, Ill. 60605.

***Diplomat's Annual:* 1965. 20th Ed. Diplomatic Press and Publishing Co., London. 160pp. $5.60.**

An annual reference book on the Diplomatic and Consular Corps in London, including trade representatives and international organizations represented in London. A supplementary monthly list of arrivals and departures keeps the directory up-to-date.

Write: Diplomatic Press and Publishing Co. (Diprepu Co. Ltd.), 13, Cotswold Gardens, London, N.W. 2.

***World Survey of Civil Aviation: The United Kingdom*—Published by the Business and Defense Services Administration, U.S. Department of Commerce, Washington. 16pp. 15 cents.**

This report is the ninth in a series of foreign market surveys of civil aircraft and aeronautical products.

Business and private flying is the most important form of general aviation activity in the United Kingdom, and has grown considerably in the past few years.

Due to the "buy British" policy in the U.K., the future market for U.S. commercial transports and helicopters will continue to be highly competitive. The potential market for light aircraft should continue to be good.

Write: The Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any Department of Commerce Field Office.

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Calendar *for international traders*

August

30—Businessmen's Consultations by appointment with George T. Beck, Commercial Officer, New Delhi, Field Office, **San Francisco.**

31—Export Expansion Seminar, 10:30-12 noon, Field Office, **Cleveland.** Sponsors: Field Office, Department of Commerce; REEC.

31—Export Transportation Seminar 9:30 a.m., Field Office, **San Francisco.**

September

1—International Traders Club, monthly meeting, Chamber of Commerce Bldg., **Scranton, Pa.**

1—Cincinnati REEC Meeting, 9:30 a.m.-2:30 p.m., Sheraton-Gibson Hotel, **Cincinnati.**

1-3—American Marketing Assn., 1965 Fall Conference, Mayflower Hotel, **Washington.**

2—"First Step" Export Workshop, Field Office, **Memphis.** Sponsors: Field Office, Department of Commerce; REEC.

2-3—Businessmen's consultations with Edmund F. Becker, Commercial Officer, U.S. Consulate General, Frankfurt, Field Office, **Boston.**

7—FCIB Round Table Conference on Foreign Credit, Collection & Exchange Problems, 1:30 p.m. Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

8—Export Workshop, **Spencer, Iowa.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

8—Reading Foreign Traders Assn., 6 p.m., Abraham Lincoln Hotel, **Reading, Pa.**

8—Minnesota World Trade Assn., monthly dinner meeting, Minneapolis Athletic Club, **Minneapolis.** Speaker: Merrit Freeman, Bureau of International Commerce.

8—Small Business of America, Inc., luncheon, Manger Cleveland Hotel, **Cleveland.** Speaker: Roy L. Morgan, Director, Office of Field Services.

9—In-Office Meeting, Field Office, **Chicago.**

9—Overseas Automotive Club, monthly meeting, 12 noon, Shelburne Hotel, **New York.**

9—Machinery-Metals Export Club, monthly meeting, Overseas Press Club, **New York.**

9—International Trade Assn. of New England, Inc., dinner meeting, Charter House Motel, **Cambridge, Mass.**

9—In-Office Export Conference, Field Office, **Atlanta.** Sponsors: Field Office, Department of Commerce; REEC.

9-10—Businessmen's consultations with Edmund F. Becker, Commercial Officer, U.S. Consulate General, Frankfurt, Field Office, **New York.**

12-14—Pacific Northwest Traders Assn., **Anchorage, Alaska.**

13—World Trade Assn. of Montgomery County, monthly meeting, Crossroads Motel, **Norristown, Pa.**

13—Bucks County Forum of International Commerce, monthly dinner meetmeeting, 5:30 p.m., Conti Cross Key, Inn, **Doylestown, Pa.**

13-14—13th Joint Engineering Societies Management Conference, New York Hilton, **New York.** Speaker: Forrest D. Hockersmith, BDSA.

13-14—Consultations with Edmund F. Becker, Commercial Officer, U. S. Consulate General, Frankfurt, Gemany, Field Office, **Philadelphia.**

13-17—International Industrial Conference, **San Francisco.** Sponsors: National Industrial Conference Board; Stanford Research Institute.

14—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:

Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

14—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Depart of Commerce; REEC.

14—Foreign Traders Assn. of Philadelphia, monthly dinner meeting, Sheraton Hotel, **Philadelphia.**

14—Businessmen's Consultations with members of U.S. Investment Mission to Colombia, Field Office, **Pittsburgh.**

15—Iowa REEC Meeting, Des Moines Club. **Des Moines.**

15—Arkansas Export Seminar, Hotel Marion, **Little Rock, Ark.** Sponsors: Arkansas State Chamber of Commerce; Field Office, Department of Commerce; REEC.

15—Conference on International Trade, University of California, **Berkeley, Calif.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

15—International Trade Club, luncheon, Town House, **Kansas City, Kan.** Sponsors: Chamber of Commerce; Field Office, Department of Commece.

16—Businessmen's Consultations with members of U.S. Trade Mission to Colombia, Field Office, **St. Louis.** Sponsors: World Trade Club; Chamber of Commerce; REEC.

16—Houston Rotary Club Luncheon, Rice Hotel, **Houston, Texas.**

16—South Florida REEC, regular monthly meeting, 12 noon, **Coral Gables, Fla.**

16—Introduction to Export-Import, 1st of nine weekly sessions, 7:30 p.m., Webster Hall, University of Hawaii, **Honolulu.** Sponsors: Small Business Management Program, College of Business Administration; Field Office, Department of Commerce.

16—International Trade Club of Chicago, luncheon meeting, 12:15 p.m., La Salle Hotel, **Chicago.** Speaker: Governor Otto Kerner.

16—REEC meeting, 10 a.m., Alexander & Baldwin Boardroom, **Honolulu.**

16—FCIB Drug, Chemical & Food Export Club, monthly meeting, Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

16—REEC Committee Chairmen Luncheon Meeting, **Baltimore.**

16—New Assn. of Export Managers of New York (NEXCO), luncheon, Advertising Club, **New York.** Speaker: E. E. Schnellbacher, Bureau of International Commerce.

17—Houston International Trade and Travel Fair, World Trade Seminar, Rice Hotel, **Houston, Texas.**

17—North Carolina Liquified Petroleum Gas Assn., luncheon, Grover Inn, **Asheville, N.C.** Speaker: Roy L. Morgan, Director, Office of Field Services.

20—St. Louis Export Trade Seminar 1st of 8 weekly sessions, Saint Louis University, **St. Louis.** Sponsors: Field Office, Department of Commerce; REEC; World Trade Club.

20-30—National Machine Tool Builders Assn. Exhibition, McCormick Place, **Chicago.**

21—Hydraulic Institute, Annual Convention, International Inn, **Washington.** Speaker: Forrest D. Hockersmith, BDSA.

21—Foreign Trade Seminar, **Springfield, Mass.** Sponsors: Joint Civic Agencies; Export Sales Managers Assn.

21—REEC Meeting, **Baltimore.**

21—FCIB Hardware-Automotive & Allied Trades Group, 12:30 p.m., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

21—In-Office Workshop for New Exporters, 512 Greenleaf Bldg., **Jacksonville, Fla.** Sponsor: Field Office, Department of Commerce.

21—Foreign Trade Bureau, dinner meeting, Roosevelt Hotel, **Cedar Rapids, Iowa.** Speaker: Nicholas Johnson, Maritime Administrator.

21—Purchasing Agents Assn. of Pittsburgh Presidents Dinner, Penn Sheraton Hotel, **Pittsburgh.** Speaker: Anthony Bertsch, BDSA.

21—In-Office Export workshop, Field Office, **Pittsburgh.** Sponsors: Field Office, Department of Commerce; REEC.

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